

USAID/GEO

Guyana Economic Opportunities

Rapid Reconnaissance Survey of the Export Potential of Guyanese Products to Northern Brazil (Boa Vista, Manaus, Belém)

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OPPORTUNITIES

MARKET PROFILE:

NORTHERN BRAZIL

BOA VISTA, MANAUS AND BELÉM

A RAPID RECONNAISSANCE SURVEY



EXPORT MARKET SERIES: BULLETIN NO. 11

August 2003

**EXPORT
MARKET**

EXPORT MARKET OPPORTUNITIES

MARKET PROFILE

NORTHERN BRAZIL

A RAPID RECONNAISSANCE SURVEY

Ministry of Fisheries, Crops and Livestock
Guyana Office for Investment
New Guyana Marketing Corporation

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Preface

This report presents the results of a rapid reconnaissance market survey of Northern Brazil, conducted during three weeks in July 2003. Three cities were visited: Boa Vista (State of Roraima), Manaus (State of Amazonas), Belém (State of Para). In the table below is basic information about the area and population of the three states and the cities covered in the study.

	Roraima	Amazonas	Para
Population	324 000	2 841 000	6 189 000
Capital	Boa Vista	Manaus	Belém
Pop. / capital	200 400	1 255 000	1 187 000
Number of towns	15	62	143
Area	225 100 km ²	1.578 mio km ²	1.253 mio km ²
Pop. Density	1.43 hab/km ²	1.80 hab/km ²	4.93 hab/km ²

The exchange rate in July, 2003: \$US 1.00 = between 2.70 and 2.77 BRL (BRL = Brazilian Réal).

The survey attempted to obtain market information and identify the export potential of Guyana's currently traded products, including those products identified in the Partial Scope Trade Agreement, which was recently signed with Brazil.

Much of what is contained in this report concerning the potential for Guyanese exports in Brazilian markets is based on the very strong assumptions that the Georgetown to Lethem road will be improved, that the bridge across the Takatu River will be completed, and that other necessary infrastructure (customs facilities and other trade services) will be available. At the time of the survey and the writing of this report, none of these conditions precedent were in place. Without these conditions, trade on any important scale, other than to Belem via sea, will be nearly impossible.

Firms and exporters interested in using the information in this report, will also need to do their own homework to determine if their products can in effect compete in Brazilian markets. At the time of the survey, the researchers did not have information on the costs of production, quantities produced or quality of Guyanese products. This information is essential before a final determination of product competitiveness can be made. Finally, it should be remembered that the survey results capture the market characteristics for most of the products at a moment in time. Markets are fluid, prices can and do change on a daily, and for certain on a seasonal basis.

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EXECUTIVE SUMMARY

KEY MARKET CHARACTERISTICS OF BRAZIL

Brazil

- Brazil is a giant, self sufficient in almost all sectors, a world exporter of many products, and often with a high level of quality (in raw products, components, ingredients, end products, packaging, etc.). In other words, Brazil does not and will not depend on Guyana. Unless Guyanese companies can provide “good products, at a good price” (typical answer of all operators interviewed), it would be extremely difficult to enter the Brazilian market. Given the small size of the Guyanese economy and of most of its firms, “sufficient quantity” should be added to the necessary criteria for maintaining the market.
- Competition for Guyanese products comes primarily from within Brazil, and in the North from the other States. Competition is generally mainly from the South: (Sao Paulo, Rio de Janeiro, Santa Catarina) and from the Northeast.
- Given the source of competition, Guyana’s main advantage may be that of location, permitting significant reduction in transportation costs compared to competition from Southern Brazil. However to be able to take advantage of Guyana’s locational advantage, adequate infrastructure is a condition precedent: a bridge, all weather road to Lethem, customs facilities at the border, gas stations along the road, etc.

Occidental Amazone

- According to Statutory Order nº 356 of August 15, 1968, **food products** and **building supplies** can be imported tax free into Occidental Amazon (States of Amazonas and Acre and the Federal State of Roraima and Rondonia). This decree is not well known, even within the Brazilian administration (see related annex) and should be used by Guyanese companies wishing to export to this region.
- From the private sector point of view, many Brazilian companies from this zone are very interested in having the bridge to Guyana built and to have a good infrastructure (road, gas station, storage, custom) to Georgetown. Their interest, however, is more to have direct access to a port (and to the Caricom zone through the development of partnerships with Guyana) than it is to import Guyanese products into Brazil. Nevertheless, this must be seen as an opportunity to benefit from the business development of Brazilian companies and to seek joint ventures or partnerships with know-how transfer.

Boa Vista

- **mid-term market:** very limited in the short term due to lack of the road, a bridge, customs, etc.
- **is probably the most interesting market:** because it is the nearest, not self-sufficient in the products considered (except rice and wood), and is a large “importer” from other Brazilian States.

- **forget the “community” advantage:** some unofficial figures (even from official networks) place the Guyanese population in Boa Vista (or Roraima) as high as 32,000. Our observation would reduce this estimate by a factor of ten, or even twenty. For most Guyanese, Indian, or Caribbean products (like chutney, very hot spices, etc.) there is **no market**, or it is very small (same thing for Manaus and Belém). Brazilian (or at least the regional and local consumption patterns we observed) are strongly rooted, helped by the diversity and self sufficiency in local food production.

Manaus

- **middle term market** because it is not reachable by road from Georgetown. Note: the road and infrastructures to Boa Vista are good (785 km made in one day by truck).
- Could be a **short term market** for highly competitive Guyanese products (perhaps rice) which could be exported in volume by sea to Belém and then to Manaus by river.
- **with Boa Vista, the most interesting** (unless you have road, customs, bridge, etc.): again because it is the nearest, is not self-sufficient in the considered markets (except river fish, some fresh produce and wood), and it is a big “importer” from other Brazilian States.
- Markets require **higher volumes** than Boa Vista: nearly 9 times the population, real supermarket “chains”, etc.
- ...but **more competitive** because local production is more important than in Boa Vista for agricultural products, some food products, wood and wood supplies, and furniture.

Belém

- could be a **short term market** because it is reachable at the present by sea.
- but **more competitive** than Manaus: self sufficient in wood, it has development programs for furniture, it is more self sufficient in agricultural and food products, easily reachable from the rest of the country (especially the South, Sao Paulo and Rio de Janeiro) at reduced freight costs.
- Interesting for **high volumes exports** (container).

Product	Opportunities	Negative Points ; Threats
Fresh produce	Self-sufficiency level not reached in the 3 States, huge volumes coming from Southern and North-Eastern regions	Grading is required to enter the supermarkets
Rice	Self-sufficiency level not reached in Amazonas and Para. Roraima could probably see a reduction in rice cultivation when lands are given back to the Amerindians (which could represent a drop of 40% in volume) Decision by law is due in August 2003 Even so, some possibilities between the two harvests	Roraima produces rice and “exports” to other States (mainly to Manaus)
Cassava, beans		Cassava is sold at a very low price. Mainly local production + some “imports” from other States Guyanese bean variety is not at present adapted to local consumption ¹
Beef	Self-sufficiency level not reached in Roraima and Amazonas ; high consumption.	Para is one of the leading states in beef production. When the foot and mouth ban is lifted, production will increase. Beef is very cheap in Brazil, even with freight costs to deliver to the Northern region.
Chicken	Self-sufficiency level not reached in the 3 States; high consumption	
Pork	Self-sufficiency level not reached in the 3 States	Niche market, low consumption
Seafood	Para: market for sea shrimp because the best quality is exported. Niche market in the 3 States for medium to high priced products	In competition with river fish and river shrimp (high consumption, low prices compared to the sea equivalent)
Curry powder, achar...		Not in the consumption habits
Hot pepper sauce		Niche market, not used as a usual seasoning
Pastas	Important consumption with no self-sufficiency	
Coconut milk	Largely used in local dishes	Local production
Coconut oil for industrial use		Para produces a lot of Dendê oil (palm oil for cooking, food and cosmetics industries). Guyanese product would probably not be competitive
Other coconut products	Interesting diversification in end products : grated coconut, coconut water, etc.	
Heart of Palm		Local production
Fruit cheese	Largely consumed, wide offer, no self-sufficiency	Several competitors
Vinegar	Market for white and other types of vinegar	
Cookies, crackers	Highly segmented market, with all type of products and prices; no self-sufficiency in	Several important competitors ; quality level of Guyanese packaging and

¹ see price lists for the main varieties consumed in Annex II.

crackers	the region	products (consumer preferences, taste)
Honey	Market for different types of honey	Niche market
Jam	Far from self-sufficient in the region - some room for newcomers	Niche market, less consumed than fruit cheese, for example
Brown sugar	Food processing industry in Para and Amazonas (beverages, especially Coca Cola, dairies, etc.) Niche market for brown sugar as a health food?	Local production in Amazonas (for Coca Cola concentrate production made by RECOFARMA)
Building supplies	Self-sufficiency level not reached in the 3 States, almost everything comes from the Southern regions	National production of high quality products (2 important companies in PVC which export)
Wood, wood supplies	Perhaps for some species not found in Brazil	Globally, important producing and exporting region
Furniture	Perhaps more opportunities in Boa Vista	Style not adapted to Brazilian tastes ; local production; good finishing and more sophisticated design, especially in big towns where demand and supply are higher (Manaus, Belém)
Feed or primary products for the feed industry (corn, etc.)	The States are far from self-sufficient in feed for poultry and pork rearing. By-products of fish, rice, copra, corn for the Brazilian feed industry could perhaps find some markets. And of course, feed itself.	
Ecotourism	Certainly possibilities in joint-development with Roraima and Venezuela	Language problem in case of Latin American tourists

MARKET OPPORTUNITIES

	Roraima	Amazonas	Para
Fresh produce	+++	+++	++
Dry beans	-	-	-
Cassava, farines...	-	-	-
Rice	- ²	+	+
Brown sugar	-	+/-	+/-
Beef	+/-	+/-	-
Chicken	+++	++	++
Eggs	+++	-	++
Pork	++	+	+
Seafood	++	+	+
Processed food	globally ++	globally ++	globally ++
Building supplies	++	++	++
Wood, wood supplies	- to -/+	-	-
Furniture	-/+	-	-

Key: (-) little/no opportunity; (+/-) uncertain opportunity; (+) some opportunity; (++) good opportunity; (+++) excellent opportunity.

² Legislation is to be introduced in August 2003 which would reduce the area devoted to rice production on indigenous lands. This should be carefully followed.

Overview of food distribution channels:

Imported products enter Brazil via specialized importers and retailers. With ongoing consolidation, major retailers are increasingly becoming direct importers. However, top retailers for certain product categories, prefer to buy from local importers in order to minimize logistic operations and transportation costs. While avoiding the distributors seems to be a general goal, it only happens if retailers are able to buy in container lots or whole truckloads and hold down overhead. Otherwise, direct import cannot be justified.

Regarding supermarkets, three retail groups located only in Northern Brazil or with outlets there, are in the top 20 food retailers of the country :

- **Carrefour**: second, or largest chain depending on the year. The chain has over 200 outlets (mainly hypermarkets) in Brazil, but only 4 in Manaus (none in Belém or Boa Vista).
- **Lider** group, ranked 13th in 2001. Based in Belém with outlets only in Para.
- **Y.Yamada**: 19th position; based in Belém with 14 supermarkets, 11 in Para and 3 in Amapa.

Depending on their location “Mom and Pop” stores and open-air markets in Brazil range from being very poor to very sophisticated. They comprise bread shops, specialty shops, (such as delis), butcher shops, vegetable stands, tobacco stands, etc. In addition, the open-air markets, called “ferias”, are traditional in the Brazilian culture and account for an important part of the distribution of fresh food, especially fruit and vegetables. To reach this type of traditional markets, the exporter must identify the right importer, wholesale and/or distribution company. Some wholesalers have outlets like **MAKRO** which is present in Manaus and Belém.

GROSS MARGINS FOR SOME PRODUCTS

Retail (supermarkets)	
Spaghetti	20 to 25%
Other pastas	35%
Coconut milk	40%
Sauces	up to 40 to 45%
Canned meat	35%
Other cans	35%
Fruits and vegetables	5 to 50%
Chicken ³	5-10%
Rice, sugar	5-8%
Dry beans	5 to 20%
Beef	10-20%
Wholesale	
Dry food	10 to 20%
Fruits & vegetables	up to 30%

³ Must be considered as a commodity

RECOMMENDATIONS

- **Short term:** 2 professional fairs, scheduled for next September, could be interesting for Guyanese companies in order to make sector-based contacts with Brazilian companies in the Northern region. It is all the more interesting since the main professional fairs are organized in Sao Paulo or Rio de Janeiro.

Options:

- Prepare a presentation and information about products at a “Guyanese” booth.
- If a booth is not possible, a group of managers from key industries should visit the fairs.

1. AMAZONTECH 2003, Manaus organized by SEBRAE and EMBRAPA (Agricultural research), from the **24th to 27th of September** : 100 exhibitors, 100 000 visitors ; with conferences, technical courses and other events. Participating States : Acre, Amapa, Amazonas, Maranhao, Mato Grosso, Par, Rondonia, Roraima, Tocantins. Participating countries : Bolivia, Peru, Colombia, Chile, Surinam, Venezuela, French Guyana. Event which want to facilitate a “New transition to science, technology and sustainable business”.

Sectors concerned : wood, furniture, agriculture, fruits, vegetables, dairy products, aquaculture, medical and cosmetics plants, flowers, tourism (ecotourism, rural, scientific and adventure tourism), handicraft, biotechnologies, telecommunications, computer science, transport, rubber industry, poultry.

For information contact SEBRAE Manaus (ligia@am.sebrae.com.br or savio@am.sebrae.com.br ; fax : + 55 92 2121 4956) or see www.am.sebrae.com.br

2. 5th Machinery and Timber Products Show, Belém, from the **23 to 27th of September**, organized by ABIMCI (Associação Brasileira da Industria de Madeira Processada Mecanicamente ; Brazilian association for mechanically wood processed), FIEPA (Federação das Industria do Estado do Para ; Industry Federation of Para), AIMEX (Associação das Industrias Exportadoras de Madeiras do Estado do Para). If interested, contact Fabio Contente at the Center for Foreign Trade (he speaks English), see address book.

- First critical step to continue this work: **to finish the SWOT analysis per sector by doing the “Strengths, Weaknesses” part**. This could not have been done as we didn’t have the Guyanese data concerning production costs, volumes, advantages etc.
- At the same time, the **price and production costs analysis** is the key factor in determining market potential at this point. Annex with retail prices lists and margins should help to see if Guyanese products can compete in Brazilian markets. Hopefully, this study should assist in identifying those products offering the greatest potential.
- If a price comparison is the first step, it is not everything. Quality is also critical. After a determination of which products can compete on price, further sector and product quality, evaluations will be needed to determine market requirements; more in depth **sector and market** studies will also be necessary once promising products have been identified.

- Finally, the address book in Annex provides useful entry contacts.
- In each State, SEBRAE should be approached, especially in Roraima/Boa Vista where the Director offered to organize a Brazilian/Guyanese “Bolsa de Negocios” (kind of “business market”) to centralize business supply and demand on both sides. He has already done this with Venezuela: the system apparently worked well during a certain period. To do this SEBRAE will require an official counterpart in Guyana.
- The Federations of Industries (FI) is a very useful contact. Brazil has a large number of professional associations and syndicates. There is an association for everything and the FI can help to identify them. There are also similar Federations for Trade and Agriculture. The Trade Federation can help identify the main actors in the wholesale sector, supermarket chains, specialized retail shop associations, etc.
- Next step: Guyanese companies must visit Brazil to prospect the market with catalogs, prices, samples and interpreters. We found very few English speakers during the study.
- If packaging represents a problem in term of access to the market, Belém and Manaus (even Boa Vista) offer possibilities through packaging companies, especially for dry food (beans, rice). This activity (to pack bulk products into consumer units) is done by specialized companies, wholesalers and dealers, but eventually by local production companies. To identify the right operators, contact the Federation of Industry or possibly the Federation of Trade.
- Fresh food products face significant barriers to enter Brazil. Meat products are allowed into Brazilian markets if products come from inspected plants approved by the Brazilian Animal Products Origin Inspection Service (DIPOA). Unprocessed products of plant origin (fruits, seeds, grains) can be exported to Brazil after a pest risk analysis of the product is completed by the Brazilian Plant Health and Inspection Service (DDIV) and if accompanied by a phytosanitary certificate. Time did not permit a more thorough analysis of the requirements, however, these required approvals must be taken into account, and additional information should also be obtained.

Some factors exporters should consider when developing a strategy for selling products in Brazil are:

- The need to communicate in Portuguese either directly or through an interpreter.
- Adapt packaging and labeling to local requirements and markets needs.
- Approach local importing companies, as most have storage facilities and can provide technical and distribution support. If not found or non-existent, contact wholesalers servicing the sectors in question.
- Approach companies that have access to key large and small players in the food distribution system; have good technical/sales support staff readily available to buyers. Especially in the Northern region, supermarkets are not the only developed distribution channel. Food distribution channels in remote areas of Amazon are no doubt more difficult.
- Due to the usual requirements demanded by supermarket chains (volume, price, quality, packaging), it may be better to approach the traditional distribution channels (farmers or open air markets and “Mom & Pop” small independent grocery stores) through wholesalers.
- Product availability and volume are needed to develop long-term relationships.

TRANSPORTATION

Transportation is perhaps the most important issue facing most markets in Northern Brazil. This is particularly true for Manaus (and from there, Roraima) which cannot be reached by road from the rest of the country. The current transportation to Boa Vista/Manaus involves truck + ferry boat from Porto Velho and takes a minimum of two weeks. To illustrate, a truck going from Sao Paulo to Boa Vista (4800 km) requires 13 to 16 days compared to 3 days from Sao Paulo to Belém (3000 km), and costs up to 4 times more.

USUAL ROUTE BOA-VISTA/SAO PAULO

Sao Paulo to Porto Velho by road:	3 to 5 days
Porto Velho to Manaus by river:	6 days
Clearing in Manaus :	3 to 4 days (1 day for perishables)
Manaus to Boa Vista by road:	1 day
Total	13 to 16 days for 4 800 km

DISTANCES BETWEEN KEY POINTS (in km)

BOA VISTA to:	
<i>Georgetown</i>	621
<i>Lethem</i>	125
<i>Caracas (Venezuela)</i>	1 582
Manaus	785
Belém	6 083
Sao Paulo	4 756
Rio de Janeiro	5 159
MANAUS to:	
<i>Georgetown</i>	1 335
Belém	5 298
Sao Paulo	3 971
Rio de Janeiro	4 374
BELÉM to:	
Brasília	2 347
Sao Paulo	2 933
Rio de Janeiro	3 250
Salvador	2 100
Sao Luis (Maranhao)	806

Most of the products included in this study (except wood and some food products), are not produced in the Northern region of Brazil (or not in sufficient quantity) and must be "imported" from other States of Brazil, (mainly Southern States: Sao Paulo, Rio de Janeiro,

Santa Catarina/Parana, etc.). The Northern region rarely imports from neighboring countries (Venezuela, Guyana, French Guyane, Surinam, Colombia, Peru), though there are some imports from Venezuela and Peru via the pan-american road to Boa Vista and Manaus. Belém is well served by road or boat from the rest of the country (Sao Paulo – Belém : approximately 3000 km and is done in 3 days by truck).

Because of the difficulties of reaching Manaus and Boa Vista from the Southern States of Brazil, (transport conditions (road/river), duration and costs), one can easily understand the importance of the planned upgrading of the road between Georgetown and Lethem.

The case of Boa Vista

Five main companies share the road transport market of Boa Vista, each has at least one office. The classification below goes from the most to the least expensive company.

MAIN TRANSPORT COMPANIES IN BOA VISTA⁴

	<i>Head office</i>
BERTOLINI	Manaus
EXPRESSO ARAÇATUBA	Sao Paulo
ADELAÏDE	Boa Vista
TRANSALEX	Boa Vista
TNSL	Manaus

Shipments of whole trucks from Sao Paulo to Boa Vista cost between 12 000 and 19 000 BRL (depending on the companies and if refrigerated or not). Regarding refrigerated trucks, LARANJA PAULISTA uses a company from CHAPECO, Santa Catarina State in the south of Brazil. The most competitive transport companies are concentrated in that region.

For air freight, one company, VELOG (a subsidiary of VARIG) has a monopoly. The company uses the same plane (Boeing 737-200) to transport passengers and freight. Because of its dominant position, prices from Manaus to Boa Vista can not be negotiated. From Manaus to Belém, however, there are some possibilities for negotiating on prices.

VELOG offers a complete transportation service from Belém to Boa Vista (at 7.51 BRL/kg): By air from Belém to Manaus and by road for the onward trip to Boa Vista. The last portion (Manaus – Boa Vista by road) costs 0.50 BRL/kg and takes 1 day. The same road portion is subcontracted to PELICANO CARGO which has three 15 ton trucks. Again, air transport prices can be negotiated for routes from Manaus to other cities in Brazil – but not to Boa Vista.

⁴ See Annex I for contact information.

TRANSPORT INDICATORS

From Sao Paulo to Boa Vista by truck⁵

Total distance	4 600 km
Cost for a whole truck	15 000 to 20 000 BRL
Duration for dry food	14-16 days
Duration for perishables	10-12 days

From Belém to Boa Vista by air (with Variglog)

Route : Boa Vista – Manaus – Brasília – Belém
and return through the same towns

For perishables :

Boa Vista / Manaus by air	7.51 BRL/kg
Manaus / Belém	2.50 to 3.00 BRL/kg

For dry products, Belém-Manaus :

1 to 22 kg	5.08 BRL/kg
26 to 38 kg	4.42 BRL/kg
51 to 280 kg	3.80 BRL/kg

For dry products, Manaus-Boa Vista :

1 to 22 kg	4.94 BRL/kg
22 to 51 kg	4.36 BRL/kg
51 to 265 kg	3.78 BRL/kg
301 to 436 kg	3.64 BRL/kg
436 to 897	2.91 BRL/kg
over 1 ton	2.61 BRL/kg

Transportation - Belém

Main entry port to Amazon, Belém has all the logistics facilities and infrastructure by air, sea, river and road. From the south, the route from Sao Paulo is done in 3 days by truck.

Two companies offer sea routes passing through Georgetown from/to Belém and could further develop the lines if there is a real need (and enough infrastructure in the port of Georgetown) : NEDLLOYD (through its agent COPRAL, see address book) and CGM.

Although VARIGLOG has a monopoly on air freight in and out of Boa Vista, competition exists in Manaus and Belém. Two other companies transport products in mixed or cargo air plane: TAM (which seems to be in process of forming a joint-venture with VARIG) and VASP.

VASP is considering developing international transportation routes to neighboring countries. At present the company does only Brazil on regular routes and occasionally has sent charters to the United States. VASP in Belém has 4 cargo planes: two 727-200 with 18 ton capacity and two 737, with 10 ton capacities. Considering the present route between Belém – Manaus and Sao Paulo, one Boeing 727 could be available 5-6 hours per day at an indicative price of US\$6200/hour (whole cargo, 18 tons).

⁵ Whole truck = maximum of 30 tons.

Contact for VASP in Belém : Narciso NUNES ; narciso.nunes@vasp.com.br ; Mobile : + 55 91 9987 21 20 ; Fax : + 55 91 257 11 66. The study team met with Mr. Nunes.

**SOME FREIGHT COSTS FOR EGGS, FRUITS & VEGETABLES
BY TRUCK TO BELÉM**

Origin	Products	Weight (ton)	Cost (BRL)
Bahia	Carrots, beetroot, cabbage	15	2 700
Sao Paulo	Tomato	19	4 100
	Potato	18	3 800
Goiás	Eggs	15	2 400
Ceara	Sweet pepper, chayote, cucumber, cabbage	15	1 400
Minas Gerais	Potato	15	3 200
	Avocado	17	3 400
Pernambuco	Banana	14	1 700
Santa Catarina	Apple	26	6 800

We were waiting for a quotation for containers from NEDLLOYDS and CGM but those companies didn't answer before we left (you can contact Malu at COPRAL, agent for NEDLLOYD). Only one price indication (related to what they've done in the past) :

- *from Belém to Georgetown, a 20 foot container with Nedlloyd costs US\$2600 + US\$150 USD taxes (transporting wood and plywood)*
- *same route, same products but in 40 foot container : US\$3900 + US\$150 taxes.*
- *same route, 40 foot container but general cargo : US\$4000 + US\$150 taxes.*

Duration of the route: 20 days.

BOA VISTA

General Features

Roraima is Brazil's most northerly State, bordering Venezuela and Guyana. It has a traditional Amazon agricultural economy that has recently started to develop quickly, thanks mainly to improved infrastructure.

The State has more than 100 manufacturing companies, all of them generally of small size and clustered in the State capital of Boa Vista.

Around 4 million hectares of land is suitable for agriculture. The climate and quality of the soil favor grain crops, especially soybean. The grain area, in the center-north region, covers 2.5 million hectares. Due to the climatic conditions, two crops a year are possible.

Rice production is up four-fold from 1990 to 1996, while corn production is up five-fold between 1991 and 1996.

The cattle raising area in the north of the State has full support infrastructure including a slaughterhouse, a meat packing plant, a milk and derivatives factory and an animal-feed factory, among others.

A fruit and vegetable area of 500 hectares is currently being developed close to Boa Vista, in the north of the State.

Industries: timber, construction, ceramics.

Agriculture: cassava (estimates : more than 50,000 t/year), oranges (around 30,000 t), corn, rice, banana (around 35 to 40,000 t).

Livestock: cattle (418,000 head), hogs (63,000), sheep (46,000) + fish farming

Mining: gold (between 400 and 500 kilograms).

Roraima is estimated to have two million hectares of land suitable for soybeans, and another 3.8 million suitable for rice (equivalent to 17% of the total area of the state). Applying the region's current average productivity rates, suggests potential annual production of around five million tons for these crops. Roraima is involved in an important program of grain production development, called "Grao Norte" which is going to exploit 200 000 ha in rice, soybeans and corn.

The **Brancocel paper pulp mill project** is likely to have an important impact on the economy of the State. BRANCOCEL LTD, owned by a Swiss investor group, has plans to build and manage a paper pulp mill near Boa Vista. Start up of the 260,000 ADMT (air dried metric tons) per year market pulp mill is now scheduled for 2006-2007. For further details, see www.brancocel.com (in English). 7,000 ha of Eucalyptus are already in plantation, with an ultimate goal of 40,000 ha (see <http://www.ouro-verde.com> ; in German). 80% of the pulp produced will be exported mainly to Europe (through Belém since the infrastructure through Georgetown is not yet operational).

To give an idea of the scale of this project, the mill will use more energy than is currently consumed by the entire State. The production cost per ton will be the lowest in the world due to the low costs of energy, land and manpower.

In parallel, the owners of the plantation are developing a honey project. The production in 2003 will reach 200 tons, with an objective of 500 tons by 2004. Half of the production is sold in Brazil through a company in Rio de Janeiro; the other half is exported to Germany.

EXPORTS FROM RORAIMA IN 2002

HS	Product	Value USD FOB	%
44079990	sawn wood	2,038,584	34%
41041940	cows and buffalos skins	1,007,322	17%
44129900	plywood	808,638	13%
44092000	profiled timber	659,287	11%
44072910	cedar wood	517,655	9%
Other		990,767	16%
TOTAL		6,022,253	100%

FOOD DISTRIBUTION IN BOA VISTA

- **Supermarkets** : one chain of 3 outlets **Butekao** (sector leader), 3 other main outlets **Freire, Bingo, M&M**.
- **Small retail stores**
- **Farmer's market** for fresh produce (fruits, vegetables, meat, poultry, fish), open 3 days/week.
- **Project** : opening of a wholesale market (CEASA) for fresh produce, under State administration

AVERAGE MONTHLY NEEDS OF BUTEKAO SUPERMARKETS FOR SOME PRODUCTS

Sugar	10 tons
Rice	6 to 12 tons
Jam	480 units ⁶
Coconut milk	1200 bottles of 200ml
Spaghetti	6 tons
Frozen chicken & parts	30 tons
Fruits & vegetables	26-30 tons
Beef	50 tons

⁶ Retail unit = 20 cartons of 24 jars.

1. FRESH PRODUCE

MARKET OPPORTUNITIES : +++

Roraima does not produce a lot of fruit and vegetables. According to the season, the State is far from self-sufficient and needs to import from other regions of Brazil, mainly Sao Paulo. We estimate the market for fruits and vegetables at **600 tons/month**:

- 80-90% : brought in from other regions
- 10-20% : produced locally

MARKET SHARES FOR FRUITS & VEGETABLES

Laranja Paulista (wholesaler)	50%	300 tons/month
Other wholesalers	25%	150 tons/month
Supermarket Butekao	5%	30 tons/month
Local producers	20%	120 tons/month
Total market	100%	600 tons/month

With 10 trucks per month (of 26 to 30 tons each) coming from Sao Paulo, LARANJA PAULISTA is the first supplier of fruits and vegetables in Boa Vista. On average, the company buys 8 refrigerated trucks + 2 trucks of onions per month.

LARANJA PAULISTA has a 60 ton cold room capacity (2 cold rooms: one for fruit another for vegetables) + further storage for onions. It purchases at the wholesale market of Sao Paulo (CEAGESP) through a permanent buyer. It has two retail shops in Boa Vista. BUTEKAO buys most of its produce directly in Sao Paulo.

BEST SELLERS OF LARANJA PAULISTA (IN TERMS OF VOLUME)

Tomatoes	Apples
Onions	Oranges
Potatoes	Grapes

Two other main wholesalers are active in Boa Vista: one like LARANJA PAULISTA, but smaller, buys mainly from other regions and a newcomer. Some other small operators are located at the farmer's market.

MARGIN ESTIMATES FOR FRUITS & VEGETABLES

	Gross margins	Net margins
Wholesalers	up to 20%	5-10%
Supermarkets Butekao	30 to 60%*	5-10%
Specialized retailers	up to 20%	10-12%

* they have high losses on fresh products

Main fruits and vegetables produced in the region:

- **bananas**
- **cashew nuts**: they grow wild
- **cucumbers**
- **green peppers**, during peak seasons sold in Manaus
- **lettuce**
- **mangoes** : they grow wild
- **oranges & limes**: small volumes but during peak seasons excess is sold in Manaus
- **papayas**
- **passion fruit**, during peak seasons sold in Manaus
- **pineapple** : not sufficient
- **pumpkins**
- **sweet corn**
- **sweet potatoes**
- **tomatoes**, but not graded, poor appearance (even if good taste) and sometimes sold in Manaus when available (production during 8 months)
- **watermelons**: available during 8 months and during peak seasons sold in Manaus

Main fruits and vegetables imported from other regions:

- **cabbage**
- **tomatoes** : graded and nice looking
- **onions**
- **potatoes**
- **deciduous fruits** : apples, grapes, etc.

Two projects should be upcoming/ongoing:

1. The State is developing **greenhouses** around Boa Vista. Lettuce, cabbage, tomatoes, green peppers are currently being produced.
2. Next year, a **mini-CEASA** (wholesale market for fruits & vegetables managed by the State) should be build in Boa Vista.

2. STAPLE FOOD AND SUGAR

MARKET OPPORTUNITIES: +/-

□ **Rice**

Roraima is an important producer of rice and largely covers its needs. 80% of production is sold in Manaus and Sao Paulo and 20% consumed in the state. This market appears to represent little possibilities for Guyana at this stage, unless a part of the demand in Manaus is not covered by the state's production. This happens between the two harvests.

Another issue which is important and could perhaps have some impact for Guyana. In August 2003, the government will decide if a part of the land in the North of the State (near the Guyanese border) will be returned to the indigenous inhabitants. If this occurs, rice growers could lose 30% to 40% of their production area.

❑ **Dry beans**

An important part of consumption, dry beans, are rarely produced in the region and need to be brought in from other States. See price list in Annex II to identify the varieties (mainly beige and black beans). It seems that Guyana does not presently produce these types of beans. With the right variety, a market could be found.

❑ **Cassava, farines, tapioca...**

Those products are part of the daily diet of Brazilians. There is local production, at cheap prices. It is not sure that the Guyanese products could compete.

❑ **Sugar**

The sugar market for end consumption is composed of two segments :

- white crystal sugar
- white fine sugar

We saw only one instance of brown sugar in a supermarket, on the diet or health food shelf. The direct consumption sugar market is definitely a market for white sugar. Roraima does not produce sugar and needs to import from other regions.

3. MEAT

MARKET OPPORTUNITIES :

beef : +
chicken : +++
eggs : +++
pork/sheep : +

❑ **Beef**

Roraima produces beef but sometimes not in sufficient quantity. Depending on prices and if the quality fits, there may be some niche opportunities and perhaps also for cattle. There is one state-run slaughterhouse and several other small units.

Roraima, like Amazonas and Para, suffers from foot and mouth disease and is waiting for the end of the quarantine.

❑ **Chicken**

Roraima is one of the larger poultry consuming states (consumption per capita) in Brazil. Recent production does not cover needs and national leaders (SADIA, PERDIGAO) cater this market with frozen chicken (whole and parts). Fresh chicken can be found at the farmers market, and at a price lower than frozen poultry imported from other regions.

Frozen local chicken is beginning to appear in the market. There are now two local frozen brands: AVENORTE and SACIAR. Another regional brand from Goiana can also be found on the shelves (FRIATO).

❑ **Pork/sheep**

There is very little local production of pork and sheep but consumption remains very low compared to chicken. Some opportunities for further research.

4. SEAFOOD

MARKET OPPORTUNITIES : ++

❑ **Fish**

There is production and high consumption of local fresh river fish (wild and rearing farms in Roraima). Sea fish (and shrimps), generally come from Belém or from the North-East region of Brazil. For the “sea fish” segment, because of freight costs and transportation duration, Guyana may have certain advantages and could be competitive.

We were unable to determine the size of this segment compared to the market for river fish. It is clear however, that it must be 2-3 times less important in term of volumes and remains a niche market.

❑ **Frozen shrimp**

The shrimp comes mainly by air from Belém, Fortaleza and Maranhao State. It seems that the Guyanese prices could be very interesting compared to Brazilian prices. However, Guyana’s sea shrimp would also compete with the segment of river shrimp, which are less expensive.

5. PROCESSED FOOD

MARKET OPPORTUNITIES :

Curry powder, achar, Indian type specialties : -
Pasta : +++
Coconut milk : ?
Fruit cheese : +++
Vinegar : ++
Cookies/crackers : ++
Jam : +++
Honey +

All the products mentioned here are brought in from other states.

❑ **Curry powder, achar, Indian type spices**

We did not find these products on the shelves in supermarkets. As the Guyanese/Indian community is very small here, there is little demand for these specialty products which are not well accepted in Brazilian food. One famous “curry type” spice is the “colorau”: an orange powder extracted from a tree, but used more to color the food than to give taste. Furthermore this spice is not very hot. So, we do not believe there is a market for this type of product.

❑ **Pasta**

Brazilian consumers eat mainly rice as the staple food but pastas represents an important substitution to rice in the diet. Depending on price, there may be some opportunities.

❑ **Coconut milk**

Coconut milk is commonly used in Brazilian cooking. But Brazil is a big producer. A price study is required.

❑ **Fruit cheese**

Fruit cheese is present in all supermarkets, under different brands, different packaging, different weights and different flavors. The most common is the guava cheese. But there is also: coconut + pumpkin, banana, sweet potato, and pear. Fruit cheese is consumed more than jams or jellies.

❑ **Cookies, crackers**

Highly segmented market with many different types of products and prices. Big local players but there may be some opportunities for low price quality products.

❑ **Jam**

This type of product offers a nice potential as it is a growing market.

❑ **Honey**

There is local production of honey but it seems that there is enough room for newcomers in the market.

6. BUILDING SUPPLIES

MARKET OPPORTUNITIES : +++

Boa Vista counts less than 10 important retail building supply stores (PVC, nails, etc.) The main ones are: VIMEZER, CIMEX, POMACO, CAÇULAO, SGUARIO, BRASFERRO, KLINGER, TINROL (see list in Annex I).

Very few building supplies are produced in Roraima. All supplies, except plywood and other wooden products, are bought in other States. Cement is partially imported from Venezuela. PVC products come mainly from Sao Paulo.

According to price and quality, this market presents real opportunities but competition is fierce. Two brands dominate the market for PVC pipes and connections : TIGRE and FORTILIT. TIGRE has 60% of the national market and is a world leader (in the top five worldwide companies). The company has subsidiaries in Paraguay (80% of the market), Argentina (27% market share), Bolivia (60% of the market), and Chile. The quality of the products of both companies is high.

7. WOOD, WOOD SUPPLIES / FURNITURE

MARKET OPPORTUNITIES : -/+

□ Wood

BOA VISTA is self sufficient in wood and exports much of its production, mainly to Venezuela but also to Asia (China, Japan), Europe and the Caribbean. 7 main companies (see list in Annex I) dominate the sector. This industry, with the one for skins, is the main export industry of Roraima. But compared to other States (Para, Amazonas, etc.), Roraima does not appear to be the most important one in Brazil.

The industry appears to be self-sufficient in supplies, it is competitive, well equipped in terms of machinery, and well organized for trade.

Nevertheless, we detected some possible opportunities due to the following factors:

1. Some tree species by law cannot be cut in Brazil as they can in Guyana. Some others species are not found in the State but are found in Guyana. So, possible opportunities do exist for some species.
2. The industry is well equipped in machinery compared to Guyana. To enter the market, the easiest way is to offer primary products to be further processed in Brazil: lumber, etc.
3. Since the industry is well organized for export, in Roraima some demand for wood and/or wood products may exist through international trade. To illustrate: one of the companies met during the mission exports mainly to Venezuela. Through Venezuela they reach the Spanish market. One operator there had a demand for 1000 doors that they could not supply. Guyanese companies could indirectly benefit from commercial links already made by Brazilian companies.

Opportunities could be seen at the level of export of goods as well as partnerships and joint-ventures as Brazil benefits from low cost technology. Furthermore, Brazilian exporters are waiting for the Guyanese market in order to more easily access Caricom markets. The Guyanese companies could play an important role in this type of exchange and could benefit indirectly from the development of Brazilian trade.

□ Wood supplies (doors, joinery, etc.), plywood...

Wooden joinery and plywood can be offered to two types of actors:

- **wholesalers and retailers of building supplies** (see above), who represent the easiest way to prospect the market ;
- **wood producers and exporters** as a niche market and additional supply (see explanation above).

□ Furniture

The furniture sector in Boa Vista is very atomized: furniture is made by 160 to 180 small and micro firms (up to 5 people). Those companies are very flexible, their productivity is not high but they are able to produce what the consumer needs (furniture, doors, windows, etc.) There are some furniture stores which have a direct and better contact with consumers and they work with the SME.

Furniture is made mainly of plain wood, with Cedar (variety : Cedro doce). Plywood is rarely used because:

1. wood is easily available in the region
2. the price of plywood is very high
3. quality compared to plain wood is low
4. the demand is not high for plywood furniture

It seems that the style of the furniture sold is not the same as that produced in Guyana. The finishes are better and there is more choice. Nevertheless these factors need to be checked more precisely regarding price and supply.

MANAUS

General Features

Amazonas is Brazil's biggest State and covers 18.5% of the national territory. The vast majority of the State is covered by rain forest.

The Manaus Free Trade Zone generates 97% of the State's GDP. Four hundred companies are based in this industrial area, mainly in the electronics sector.

Lumber is the second most important economic activity and generates 27% of exports. Projects are under study aimed at improving forest management and sustainable timber exploitation.

The Amazon region is the largest area of tropical rain forest on the planet, with the world's largest range of bio-diversity. To exploit this potential, Federal and State governments are setting up a biotechnological center for the study and commercial exploitation of medicinal plants.

There are extensive mineral deposits in the region, with gross value estimated at US\$1.6 trillion.

Tourism – principally eco-tourism – is expanding in the area.

Industry : main sectors are electronics, mechanical engineering and transport.

Agriculture : cassava (more than 500,000 t/year), oranges (more than 14,000 t/year), beans (around 2 000 t/year), jute (around 2,000 t/year). Between 80 and 90% of food products consumed in Amazonas are "imported" from other States.

Fishing (river fish).

Extraction : timber, rubber, oleaginous seeds and plants.

Stock raising: cattle (around 600,000 head), hogs (around 200,000).

Mining: agricultural lime (around 500,000 t), cassiterite (10.7 million m³), gold (600-700 kg).

EXPORTS FROM AMAZONAS IN 2002

HS	Product	Value USD FOB	%
44079990	sawn wood	2,038,584	34%
41041940	cow and buffalo skins	1,007,322	17%
44129900	plywood	808,638	13%
44092000	profiled timber	659,287	11%
44072910	cedar wood	517,655	9%
	Others	990,767	16%
TOTAL		6,022,253	100%

FOOD DISTRIBUTION IN MANAUS / AMAZONAS

- **Supermarkets :**
 - CARREFOUR** : 4 outlets (super- and hypermarkets)
 - DB** : 13 supermarkets
 - CO** : 11 outlets
 - ROMA** : 2 outlets
 - MODELO** : 1 outlet
 - VENEZA** : 1 outlet
 - COMMERCIAL AMAZONIA**
- Small retail stores and superettes, “Mom & Pop” grocery stores...
- One cash & carry **MAKRO** (wholesale)
- **CEASA** but in process of bankruptcy; should be bought out by member wholesalers
- Retail open markets for fresh products (“feiras”). **Feira do Manaus Moderna** is the most important one (900 stalls) and takes on more importance because of the problem encountered by CEASA (retail but also more and more wholesale market)
- Traditional wholesale : see lists in Annex I for the main actors in each of the markets.

1. FRESH PRODUCE

MARKET OPPORTUNITIES : +++

Like Roraima, Amazonas is not self sufficient in fresh produce production. The main supermarket chains “import” 70% of their fruits & vegetables from other States, mainly through the wholesale market (CEASA) in Sao Paulo.

- Citrus : 250,000 tons consumed per year, 10% produced locally, 90% imported from Sao Paulo.

- Papaya : 180,000 tons consumed per year, 20-25% produced locally.

2. STAPLE FOOD & SUGAR

MARKET OPPORTUNITIES : +/-

□ **Rice**

Rice comes mainly from four States: Roraima (80% of the volume), Mato Grosso, Goias and Rio Grande do Sul.

The demand is high: 500 to 600 tons/month. There is a potential market for Guyanese rice, if the price is competitive.

❑ **Dry Beans**

Amazonas produces a part of the beans consumed locally but needs to “import” from other regions. See price list in Annex II to identify the varieties (mainly beige and black beans). It seems that Guyana does not produce at present the type of beans. With the right variety, a market could be found, like in Boa Vista.

❑ **Cassava, Farines, Tapioca**

These products are part of the daily diet of Brazilian people. There is local production, at cheap prices. It seems that Amazonas is self-sufficient in cassava. Not sure that Guyanese products can compete.

❑ **Sugar**

See the discussion in Boa Vista section on market segmentation related to end consumption. Manaus has more industries able to use brown sugar, especially in the field of dairies and beverages.

RECOFARMA, part of the COCA COLA group, created in 1990, supplies concentrate to 39 plants producing the beverage in Brazil and exports over all Latin America. It is also one of the biggest industrial consumers of raw sugar in Manaus. They have their own sugar cane plantation and re-activated a sugar plant in 1995, called **JAYORO** in Presidente Figueiredo, 120 km from Manaus (with an investment of 48 million BRL). This plant employs 700 people, nearly 10% of the town's population. Capacity :16,000 tons sugar/year ; 2000' production: 12,000 tons. Production area : 2600 ha in 2002, 4000 ha in 2003 (forecast). Total production of COCA COLA in Brazil in 2002: 5,9 billion liters. We could not determine if RECOFARMA was or was not self-sufficient in raw sugar. The raw material buyer was out of office during our stay (see address book). But one information source told us that RECOFARMA has an agreement with the State to guarantee local employment in using local sugar.

Other beverage companies operate in Manaus which is a production centre for the famous Guarana soda made from this tropical berry that grows in the Amazon region.

3. MEAT

MARKET OPPORTUNITIES :

beef : +
chicken : +++
pork/sheep : ++

❑ **Beef**

Amazonas is not self sufficient in beef meat production and is obliged to buy from other States like Para, Acre, Mato Grosso. Amazonas like Roraima and Para, suffered from foot and mouth disease and is waiting for the end of the quarantine. It seems that Amazonas covers only 20% of its need for beef.

❑ **Chicken**

Per month, 260 trucks of chicken meat enter the State of which 124 from the company SADIA. Total consumption is around 7800 tons per month.

❑ **Pork/sheep**

There is little local production of pork and sheep; consumption remains low compared to chicken. A possible area for further investigation.

❑ **Eggs**

It appears as if Amazonas is self-sufficient in eggs

4. FISH

MARKET OPPORTUNITIES : +

Fresh water fish is the first protein source in the local diet (and far preferred to sea fish). Small fisheries catch 120,000 tons of river fish and river shrimps per year. Fresh water farming counts for an additional 1000 tons/year. Some sea fish and sea shrimp enter the market at low levels (40-50 tons shrimp/year coming mainly from Para, Maranhao, Amapa).

Sea shrimp represent a possible niche market.

5. PROCESSED FOOD

MARKET OPPORTUNITIES :
variable according to the type of
products

➤ *For other products see the synthesis and the section on Boa Vista.*

❑ **Coconut water**

Two companies produce coconut water in Manaus. Two other companies have plans to soon. Once the water is extracted, the coconut goes to the Northeastern region where the main coconut processing plants are located.

❑ **Heart of Palm**

One company produces heart of palm, with a specialization in the Pupunha variety.

6. BUILDING SUPPLIES

MARKET OPPORTUNITIES : +++

The market for building supplies in Manaus is similar to that of Boa Vista: the majority of products are “imported” from other States, with very little local production. Nevertheless there are some local industries producing PVC and iron products.

7. WOOD / WOOD SUPPLIES / FURNITURE

MARKET OPPORTUNITIES : -

❑ Wood and plywood

Amazonas is one of the most important States in terms of forested areas. But regulations on exploitation are very strict compared to other States. The State of Amazonas puts more emphasis on industrial development (electronics, etc.) than Para, for example, which focuses development more on agriculture (and so, deforestation). Nevertheless, the opportunities in the wood and wood supplies sector seem to be low.

There are 4 main companies producing plywood (and wood) :

- **COMPENSA**, the major producer was created in 1958. Plywood production: 60 m³/day ; lumber production 20 m³/day.
- **CEFEC** (or CIFEC)
- **CIM**
- **ANAPLAQUE**

❑ Furniture

The supply of furniture is greater in Manaus than in Boa Vista, with a higher penetration rate of furniture from other States. The acceptability of the style, quality and prices of Guyanese furniture in the local market require greater investigation. There is a pole⁷ in Itacoatiara composed of 32 companies (helped by SEBRAE). But compared to Para, the furniture sector remains less important.

⁷ An association of several companies in the same industrial or trading area

BELÉM

General Features

The State of Pará with an area of 1,253,164 km² make up 14,6% of the Brazilian territory. It has a larger area than countries such as France (551.110 km²), Spain (504.750 km²), Germany (356.910 km²), Italy (301.225 km²) and Great Britain (244.013 km²).

Pará is the second Brazilian State in the Value of Mineral Production (VMP), responsible for 16%, of Brazilian VMP. In relation to the country's mineral reserves, the State of Pará accounts for 30,5% of iron ore (17,354,527,000 t), 43% of kaolin (81,800,000 t), 75% of copper (1,348,298,000 t), 25,4% of manganese (80,807,000 t), 21.2% of nickel (80,725,000 t). In terms of world resources, the mineral reserves of the State of Para represents 5.6% of iron ore reserves, 7.7% of bauxite; 6.4% of kaolin and 1.1% of manganese.

Pará's proven reserves of gold are 283.627 Kg representing 12,30% of Brazilian reserves, and its present production equals about 30% of the national output.

In 2002, in terms of value, minerals represented 76% of the State's exports.

Other main economic sectors of Para are :

- Wood and downstream wood processing
- Crop production : 30 million ha of fertile land devoted mainly to grain and fruit production (pineapple and palm mainly)
- Cattle industry :
- Fishing : 120 million tons/year. Fourth State in terms of fish volumes.

EXPORTS FROM PARA (Value 000 US\$ FOB)

	2001	2002
Minerals	1,775,026	1,732,215
Sawn wood	286,265	312,675
Chemical wood paste	106,458	94,475
Whole black pepper	52,668	46,586
Frozen sea shrimp	19,583	17,200
Leather and hides	2,313	6,052
Frozen sea fish	6,238	10,017
Heart of Palm	7,540	5,007
Brazil nuts w/o shell	8,060	9,119
Wood furniture	3,604	3,882
Fruit juice (mainly frozen pulp of pineapple)	2,312	4,760
Crude palm oil (Dendê)	7,343	2,202
Other	11,647	22,643
TOTAL	2,289,061	2,266,833

MAIN PARA IMPORTS IN 2002

	Value FOB ('000s US\$)	2002/2001
Machinery	63,542	+ 13%
Fuel	48,351	- 10%
Electronic equipment	29,822	+ 76%
Inorganic chemicals	28,429	- 33
Cereals	23,127	+ 4%
Vehicles / tractors / cycles	13,346	- 9%
Rubber products	6,241	- 66%
Fertilizers	5,206	+ 39%
Optical, medical and photo. products	3,570	- 56%
Plastic products	3,132	+ 67%
GRAND TOTAL	243,936	- 5%

FOOD DISTRIBUTION IN BELÉM / PARA

- **Supermarkets :**
 - LIDER** : 15 supermarkets, the largest supermarket chain in Para.
 - Y.YAMADA** : 14 supermarkets of which 11 are in Para and 3 in Macapa (Amapa). A distribution group, not only food but also cloth, household appliances, etc.
 - FORMOSA** : 2 outlets of 4000 m² each.
 - NAZARE** : 3 outlets of 3-4000 m² each
 - AMAZONIA** : 2 outlets
 - CIDADE** : 3 outlets
- Small retail stores and superettes, traditional "Mom & Pop" grocery outlets
- One cash & carry **MAKRO** (wholesale food – fresh, frozen, dry – and other products aimed at retailers)
- **CEASA** : wholesale market for fresh produce, with 242 wholesalers.
- Retail markets for fresh products (25 in Belém) with one important and famous : **Ver O Peso**, near the port.
- Traditional wholesale: see list in Annex I for the main actors in each market. As in the rest of the country, the food distribution chain includes general wholesalers (dry food, commodities, other consumption products) specialists for fruits & vegetables (with a concentration at the CEASA for Belém), meat and poultry specialist (but the national leader in poultry, SADIA, has its own distribution). As Para is an important fish producing state, companies generally have direct distribution channels.

MAIN NEEDS OF MAKRO

Chicken, frozen whole	10-12 trucks/month
Chicken, frozen cuts	3 to 5 trucks/month
Beef	1 truck/month
Pork, frozen	1 truck/month
Fruits & vegetables	4 trucks/month
Fish, river mainly, frozen	10 tons/month

1. FRESH PRODUCE

MARKET OPPORTUNITIES : +++

Bélem has a CEASA which was opened in 1975 and now employs 1600 people. It remains the main wholesale market for fresh produce in the Northern region of Brazil. It has 242 wholesalers. All regional products go through the CEASA. Like Roraima and Amazonas, Para does not cover its needs in fresh produce and is obliged to buy from other States. Approximately **40 000 tons per year** of regional fruits, vegetables (including cassava, sweet potatoes, etc.) and flowers are sold through the CEASA which represents around 20% of the total consumption in the State.

The CEASA is in the process of modernization through a project called "Novo CEASA".

The most recent data available regarding wholesale volumes at the CEASA covered the first 6 months of 2001.

SOURCES OF WHOLESALE PRODUCE AT THE CEASA-BELÉM

January to June 2001

Origin	Volume in tons	%
Para	20,180	21
Sao Paulo	18,082	19
Pernambuco	11,576	12
Bahia	9,391	10
Minas Gerais	8,992	9
Santa Catarina	7,047	7
Other States	19,796	22
Imports	123	0.13
TOTAL	95,187	100%

Main fruits & vegetables bought outside Para : apple, pears, grapes, tomatoes, citrus, pumpkin, onions, garlic, cabbage... (same market profile as in Manaus and Boa Vista).

**FRESH PRODUCE FROM REGIONAL SOURCES AT THE CEASA-BELÉM
in 2000 (tons and %)**

Stems, leaves, flowers	514T	1.3%
Horticulture	2,844T	7.3%
Roots, bulbs, tubers	510T	1.3%
Fruits	31,734T	81.3%
Other products *	3,409T	8.8%
Total	39,012T	100%

* eggs, farine

**FROZEN PRODUCE FROM REGIONAL SOURCES AT THE CEASA-BELÉM
January – June 2001 (tons)**

Stems, leaves, flowers	
Lettuce	92
Caruru	106
Spring onions	30
Coriander	174
Cabbage	143
Horticulture	
Pumpkin	871
Maxixe	94
Sweet corn	61
Cucumber	306
Sweet pepper	54
Hot pepper	334
Okra	41
Roots, bulbs, tubers	
Sweet potato	18
Cassava	471
Fruits	
Pineapple	1,143
Acerola (West Indies cherry)	33
Banana Missouri	1,114
Banana Prata	157
Green coconut	1,038
Orange Pera	5,265
Lemon	1,520
Papaya Havai	3,508
Mango	207
Passion fruit	801
Water melon	327
Melon	30
Palm heart Pupunha	36
Other products	
Eggs	349
Farine	1,398

The State produces citrus but not enough to cover local consumption. There is one important production pole in Capitaó Poço with 2 to 3 million orange trees which would suffice for greater Belém but not the entire state of Para.

Essentially all the tomatoes and pumpkins consumed locally are “imported” from other States.

2. STAPLE FOOD

MARKET OPPORTUNITIES : +

Total grain production in 2002 : 2.4 million tons.

Two main grain production zones : South-East in Paragominas + Redenção and Santarém. The areas devoted in corn and soy beans are increasing.

In 2003, the Western region of Santarém (Tapajos pole) has produced 160 000 tons of corn, rice and soy beans on an area of 45,000 ha. This represents 3 times the area and production of 2002 (18,000 ha for 60,000 tons).

3. MEAT

MARKET OPPORTUNITIES :

beef : -
chicken : +++
pork : ++

❑ Beef

Beef production and by-products (milk products, meat, leather, shoe production) are an important industry in Para.

Para is self sufficient in term of beef meat production and is the fourth leading producing State in Brazil with 14 million heads. Para, like Roraima and Amazonas suffered from foot and mouth disease and is waiting for the end of the quarantine which should occur at the end of 2003. 95% of the cattle are now vaccinated. Once this period is over, Para should be more competitive and increase its exports to other States and internationally. Para has 8 big slaughterhouses, one (and another three or four are planned) aimed at the export sector.

Included in the 14 million cattle are 1.5 million buffalos. At present, Para is mounting a large information and marketing campaign about buffalo meat aimed at increasing consumption and production.

Market size (Belém and suburbs) : 3 000 tons/month

Main production companies (“frigoríficos”): MAFRIPAR, MAFRINORTE + 5 other.

❑ Chicken

Para covers 40% of its consumption with local production (located nearby to Belém). There are some opportunities in this market. Consumption is on the increase.

Market size (Belém and suburbs): 2400 tons whole frozen/month + 900 tons whole fresh/month + 1000 tons frozen cuts/month

Main local producer for fresh (and frozen): AMERICANO

In addition, there is a seasonal consumption of turkey (around 1200 to 1300 tons per year) and duck (for specialty dishes).

❑ **Pork**

There is little local production of pork and consumption remains low compared to chicken. Para buys mainly processed pork products.

Market size (Belém and suburbs): 300 tons/month

4. FISH

MARKET OPPORTUNITIES : -

Para is an important fishing state, ranking fourth in the country. Catches are around 120 000 tons per year.

❑ **Frozen shrimp**

Para exported approximately 1,700 tons of frozen sea shrimp in both 2001 and 2002, at an average price ranging between US\$ 9.9 and US\$ 11.50/kg FOB. Despite these exports, there are some opportunities as the policy is to export the best quality, leaving second choice for local consumption. At times it is difficult to find sea shrimp at a good price in Belém.

The catch of river shrimps is consumed locally. Farm raised production of shrimp is beginning.

A price study on both first and second choice shrimp will be required to assess Guyana's market feasibility.

❑ **Frozen fish**

Para exported 1,800 tons of sea fish in 2001 and 2 800 tons in 2002, at an average price of between US\$1.42 to \$1.88/kg FOB. A price analysis must be done in order to see if Guyanese products are competitive.

5. PROCESSED FOOD

MARKET OPPORTUNITIES : variable according to the type of products

❑ **Coconut products**

SOCOCO, Brazilian leader in coconut processing (with 40% market share), has the biggest and most profitable plantation in Moju. Of the 20,000 ha, 4,500 ha are planted in coconuts (700,000 trees with the goal of increasing to one million trees by the end of 2005). Currently 200 to 300,000 coconuts are harvested per day. A processing plant in Ananindeua is able to process up to 400,000 coconuts/day mainly for coconut water. The pulp is sent to another plant in Nordeste for processing.

❑ **Heart of Palm**

Para has a local production of heart of palm aimed at both local consumption and export. The State exported 2,123 tons in 2001 and 1,464 tons in 2002 at an average price of between US\$ 2.1 and \$3.4/kg FOB. Açaí is the native palm of Para formerly used for heart of palm. Due to ecological pressure, the State has developed an industrial production of Pupunha palm to reduce the cutting of Açaí palms.

Para has also developed the processing of coconut fiber.

❑ **Brazil nuts**

Para specializes in the production and processing of Brazil nuts (castanha do Brasil) and exports 2,300 to 2,400 tons (shelled) per year at an average price of 1.8 US\$/kg FOB.

❑ **Processed fruits**

Para has a local production of pineapple, processed partly as **frozen pulp and concentrate**. Two main regions produce pineapples:

- Floresta do Araguaia with 500 million fruits per year processed mainly as juice.
- Salvaterra and Barcarena with 80 million fruits per year.

In 2002 Para exported 3,208 tons of pineapple juice (frozen pulp) at an average price of 921 US\$/ton FOB and 2,603 tons in 2001 at an average price of US\$747/ton FOB.

Para also has the potential to process juice from passion fruit, açaí and acerola (West Indies cherries), and further processing of heart of palm. Plants for juice and pulp extraction are located in Igarapé-Miri and Muana-Marajo.

❑ **Palm oil**

Para produces 90% of all dendê oil made in Brazil. The State has 40 000 ha of oil palms. The oil of the pulp (palm oil) is edible and used for cooking, the food industry (production of edible fats) and cosmetics; the palm kernel oil is also used for cosmetics. See web site of AGROPALMA, the market leader; <http://www.agropalma.com.br/> (also in English). The group opened the first refinery in Brazil with a production capacity of 320 tons/day.

In 2002, Para exported 5,694 tons of raw dendê oil at an average price of US\$317/ton FOB and 28,572 tons in 2001 at an average price of US\$240/ton FOB.

❑ **Pasta, crackers and cookies**

There is one important industrial group, HILEIA, near Belém that is producing pasta, snacks, crackers, cookies and coffee (see : <http://www.hileia.com>). For those markets, it's the most important company in Northern Brazil. The production level of HILEIA is the following: 4,000 tons/year of pastas, 12,000 tons/year of cookies and crackers, 2,000 tons/year of corn snacks and 200 tons/month of coffee. However, production does not cover local demand which is estimated at 20-25,000 tons/year for pasta and 60 to 80,000 tons of cookies and crackers. Pasta and perhaps crackers represent two

markets with potential opportunities, at least as far as current demand. A price competitiveness analyses would again be required.

❑ **Jam and fruit cheese**

There is little local production of jam. In terms of volume, the jam market is far smaller than the one for fruit cheese.

❑ **Spices, seasonings, etc.**

Para produces 85% of the national production of black pepper and exports a part of it (30,887 tons in 2002 and 33,131 tons in 2001 at an average price of about US\$1,500 to 1,600/ton FOB).

Assuming Guyanese businesses are interested and find a market for spices, seasonings, etc., there is one local operator (MARIZA) located near Belém (Castenhal) who can import in bulk and re-pack in smaller quantities.

6. BUILDING SUPPLIES

MARKET OPPORTUNITIES : +++

Same profile as in Manaus : some big outlets which do retail and wholesale. See list in Annex I with details about possible contacts.

7. WOOD PRODUCTS / FURNITURE

MARKET OPPORTUNITIES : -/+

❑ **Wood / Wood Products**

In contrast to Amazonas, Para in the past followed an exploitation policy of its forest in order to convert land to agriculture and to create value from wood. 43% of the State's area is now being exploited (as compared to 2-3% for Amazonas).

Total log production : 12 million m³/year. Para exports 90% of its production internationally and sells the remainder to other States. The local market for wood is very small. In 2000, Para was the second largest exporting State in Brazil (with US\$309 millions FOB), the third in 2001 and 2002, (respectively US\$286 and US\$313 million FOB), after Parana and Santa Catarina. See the table below for product details.

More than 1000 companies are involved in the wood sector in Para at various levels, more than 50% of which are SMEs; 100 companies export.

PARA WOOD AND WOOD PRODUCTS EXPORTS

	2001		2002	
	Mio US\$ FOB	%	Mio US\$ FOB	%
Sawn wood	148	52	157	50
Plywood	57	20	64	20
Lamination stock	6	2	7	2
Value added products*	59	21	67	21
Other	16	6	18	6
TOTAL	286	100	313	100

* doors, flooring, windows...further processed wooden supplies included in chapter NCM/SH 44.09 (furniture not included)

The State has a policy of promoting the export of value added wood products. Included in this policy, among others, is a ban on exporting stem wood (except pine and eucalyptus).

❑ Furniture

The State Government of Para is also pursuing a policy to promote furniture exports. Furniture is a well developed sector in Para and companies are skilled in production. The furniture sector is highly fragmented and composed of 200 SMEs ranging in size from 12 to 380 employees. 20% of the firms have their own factories. 60% of them work on command. The main company (with 380 employees) is called ESPLANADA. Some production "poles" (association of several companies in the same industrial or trading area) have merged as in Paragominas. This last one has recently organized an exchange with Italy in order to improve the techniques and designs of this group of companies.

We met representatives of the association of furniture producers of Belém (composed of 38 companies). They recently undertook an exploratory trip to Guyana. According to them, the quality of Brazilian furniture is higher. Due to the quality of the primary product and of the know how, the traditional way to work wood in Para leads to simple but durable pieces of furniture.

Another point should be mentioned : the size of (wooden) doors are not the same between the two countries. "Normal" sizes in Brazil are : 2.10 x 60 cm, 2.10 x 70 cm, 2.10 x 80 cm, 2.10 x 90 cm.

Main countries where wooden supplies (doors etc.) and furniture are exported : Europe, China, Canada, French Guyana, Caribbean countries. In 2002 Para exported 6,122 tons of wooden furniture against 5,141 tons in 2001.

PRICES OF WOOD USED IN FURNITURE MANUFACTURING

in BRL/m³

Ipê	1600
Cedro	1200 to 1400
Jatoba	750 to 900
Taouari	750 to 900
Curupica	750 to 900
Muiracachiara	500
Angelim	500
Cedrinho	500
Quaruba	450

ANNEX I
ADDRESSES AND CONTACTS

ANNEX I:

ADDRESSES AND CONTACTS

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GENERAL

1. Brought back from mission but not included directly to this report

- **SEBRAE listing of companies of Roraima** : see floppy disk + Excell files available at Go-Invest and NGMC. It seems to be the more complete and reliable list, even more reliable than the one used by the Federation of Commerce or Federation of Industries.

Classification of firms into the micro, small, medium and large companies is according to the number of employees or hectares cultivated as followed :

sector	Micro	Small	Medium	large
Trade & services	Up to 9 employees	10 to 49	50 to 99	More than 99
Industry	Up to 19 employees	20 to 99	100 to 499	More than 499
Agriculture	10 to 50 ha	51 to 100 ha		

- **List of exporting and importing companies of Para** : see annex included.

2. Useful websites and addresses, and other information sources

- **Brazilian Fair Calendar / Calendario de Feiras** : published annually by The Ministry of Foreign Affairs (Ministerio das Relações Exteriores / Departamento de Promoção Comercial). The information is also available online on the Ministry's website.
- **Ministerio das Relações Exteriores** : www.mre.gov.br
- **Yellow pages** : www.listel.com.br and www.telelistas.net
- **Trade guide** for Manaus : www.guiamanaus.com.br
- **VARIGLOG (VARIG LOGISTICA)** : air freight company of the Varig group. Offices in all States of Brazil website in English : <http://www.variglog.com.br/ingles/index.htm>
- <http://www.tigre.com.br> : Brazilian leader in PVC tubes and connections has 60% of the national market ; subsidiaries in Paraguay (80% of the market), Argentina (27% market share), Bolivia (60% of the market), Chile. Ranks 5th in the world among companies in PVC production.
- <http://www.fortilit.com.br> : the other national brand leader for PVC tubes. AMACO group : Swiss origin, established in Latin America for 50 years. 5 plants in Brazil.
- www.sococo.com : Brazilian leader for coconut processed products
- **BNDES (Brazilian Development Bank)** : www.bndes.gov.br
- **FAS /GAIN report / USDA / Brazil** : food and agricultural Import Regulation and Standards, Country Report 2002

BOA VISTA

GENERAL CONTACTS

GUYANA'S CONSULATE

Av. Benjamin Constant n°1.171
S-12 – Centro
Boa Vista
Phone : + 55 95 224 1333
E-mail : consulguy@technet.com.br
www.consulguy.hpg.com.br

Contact : Paulo César DE AZEVEDO JUNIOR, Commercial Attaché. Met the 3rd of July 2003.

The Consulate in Boa Vista was opened in August 2002 and is composed of 5 people. It can be contacted for useful information about the region and for commercial contacts.

BRAZILIAN-GUYANESE CHAMBER OF COMMERCE

Av. Jaime Brasil 233 - 1 ° Andar
Sala 01 – Centro
Boa Vista – CEP 69.301.350
Phone : + 55 95 224 3904
Fax : + 55 95 224 1035
Mobile : + 55 95 9972 0873
E-mail : cvbbr@osite.com.br

Contact : Laerte OESTREICHER, President. Met the 3rd of July 2003.

Good contact for information about the local environment but it seems that the Chamber is not very active as there is currently little trade between Boa Vista and Guyana. Mr OETREICHER is also Vice-President of the Brazilian-Venezuelan Chamber of Commerce and owner of a sawmill.

SEBRAE

Av. Major Williams, 680
Sao Pedro – CEP 69301-110 - Boa Vista
Phone : + 55 95 623 1700 / 623 3000
Fax : + 55 95 623 4001
E-mail : keler@unicen-bu.com.br

Contacts :

- Armando FREIRE LADEIRA, Director ; ladeira@rr.sebrae.com.br
- Carla WICKERT, in charge of tourism, speaks English, Mobile : + 55 95 9112 2302 ; carla@rr.sebrae.com.br

Very good source of contact with Brazilian

STATE SECRETARIAT FOR ECONOMIC DEVELOPMENT FOREIGN TRADE DEPARTMENT

R. Coronel Pinto 241 - Centro
Boa Vista
Phone : + 55 95 224 8262

Mobile : + 55 95 9971 8330

E-mail : keler@unicen-bu.com.br

Contact : Raimundo KELER, in charge of the Department. Met the 3rd of July 2003.

This department was created recently. Good contact for economic information about the State, regulations and on-going projects.

**FEDERAÇÃO DAS ASSOCIAÇÕES COMERCIAIS E INDUSTRIAS DE RORAIMA E
ASSOCIAÇÃO COMERCIAL E INDUSTRIAL DE RORAIMA
FEDERATION OF TRADE & INDUSTRIES ASSOCIATIONS AND TRADE &
INDUSTRIES ASSOCIATION OF RORAIMA**

R. Jaime Brasil n°223 – 21° andar - Centro

CEP : 69.301.350, Boa Vista

Phone : + 55 95 224 6164

E-mail : acirr@osite.com.br

Contact : Frederico Derval DA ROCHA FURTADO, President. Met the 4th of July 2003.

**FIER - FEDERAÇÃO DAS INDUSTRIAS DO ESTADO DE RORAIMA
FEDERATION OF INDUSTRIES OF RORAIMA**

Av. Brig. Eduardo Gomes, 3710 Aeroporto

CEP : 69.304.650, Boa Vista

Contact : L. Aimberê S. DE FREITAS, Superintendent. Met the 4th of July 2003.

Phone : + 55 95 621 1806/1803

Fax : + 55 95 224 1557

E-mail : fierr@technet.com.br

Contact : Hamilton CASTRO CAVALLENTE, in charge of international affairs. Met the 4th of July 2003.

Phone : + 55 95 621 1833

E-mail : cinrr@technet.com.br

See further list of members.

**AMER : ASSOCIAÇÃO DAS MICRO EMPRESAS DE RORAIMA
STATE ASSOCIATION FOR MICRO-ENTERPRISES**

R. Aruaque 111 – Bairro Aporecida – CEP 69 306 300

Boa Vista

Phone : + 55 95 224 7745 / 623 5760

<p>PROFESSIONAL ASSOCIATIONS MEMBERS OF FIER (INDUSTRIE FEDERATION OF RORAIMA)</p>

SINDIMADEIRA/RR :

Sindicato da industria de serrarias, carpinterias, marcenarias, tornearias, madeiras compensadas e laminadas, aglomerados e chapas de fibras de madeiras do Estado do Roraima

Wood and plywood industry

President : Waldir PRELINS

Phone : + 55 95 626 7118

SINDEARTES/RR :

Sindicato dos artesaos autonomos e das empresas de artesanato do Estado de Roraima

Handycraft

President : Maria Luiza VIEIRA CAMPOS

Centro de Artesanato de Roraima

Rua Floriano Peixoto 641 – Centro

CEP : 69301 320 – Boa Vista

Phone : + 55 95 623 1615

SINDUSCON/RR :

Sindicato da industria da construção civil do Estado de Roraima

Civil construction

President : Ricaldo NEVES

Phone : + 55 95 224 1919

SINDIPAN/RR :

Sindicato da industria de panificação, confeitaria e alimentos do Estado de Roraima

Bakery, confectionary pastry and food industry

President : Audemar CARVALHO

Phone : + 55 95 626 4937

SINDIGAR/RR :

Sindicato dos garimpeiros do Estado de Roraima

Goldminers

President : Crisnel Francisco RAMALHO

Av. Brigadeiro Eduardo Gomes s/n – Novo Planalto – Salas dos Sindicatos

CEP : 69304-650

Phone/fax : + 55 95 623 9671 / 9480, extension 250

SINDICON/RR :

Sindicato da industria de construção de estradas, pavimentação, terraplanagens e obras em geral do Estado de Roraima

Road and infrastructure building industry

President : Sr BELEM
Phone : + 55 95 224 5370

SINDICONF/RR :

Sindicato da industria de confecções de roupas, de alfaiataria e similares do Estado de Roraima

Clothing industry

President : Rosinette DAMASCENO BALDI
D.BALDI-ME
Rua Pedro Teixeira 85 - "Aparecida"
Phone : + 55 95 224-6433 / 224 0481
Fax : + 55 95 223-9671

SINDIREPA/RR :

Sindicato da industria de reparação de veículos e acessórios do Estado de Roraima

Car repairing industry

President : Joao Da SILVA
Phone : + 55 95 225 6853

SINDIGRAF/RR :

Sindicato das industrias graficas do Estado de Roraima

Graphic industry

President : Autonio
Phone : + 55 95 625 8182

**MAIN SUPERMARKETS
AND FOOD RETAIL SHOPS**

SUPERMERCADOS BUTEKAO

Av. Brig. Eduardo Gomes 1143 - Mecejana
S-12 – Centro - Boa Vista
Phone : + 55 95 624 1180
Fax : + 55 95 623 9670

Av. Getulio Vargas, 75W - CEP 69301-030 Boa Vista
Phone : + 55 95 224 9100
Fax : + 55 95 224 6181
E-mail : butekao@technet.com.br

Contacts :

- Raimundo B. SANTOS, Director (Mobile : + 55 95 9971 3960). Met the 7th of July 2003
- Samuel, buyer for perishables (Mobile : + 55 95 9971 4356 / 9114 9118). Met the 3rd of July 2003.
- Aldenor, buyer for dry food. Met the 3rd of July 2003.

3 outlets from 1700 to 2500 m². The largest food retailer of Boa Vista.

FREIRE E CIA LTDA

Av. V. Roy E 1018
Boa Vista
Phone : + 55 95 224 4386 / 623 9240
Contacts : Carlos and Marcelo (son of Carlos) FREIRE, owners.

1outlet of 1700 m². The second largest food retailer of Boa Vista.

SUPERMERCADO BINGO

R. Sumuru 1383
Boa Vista
Phone : + 55 95 224 55 30

Contacts : Tomais NOLETO, Director. He is also the President of the supermarket association of Boa Vista.

1outlet of 300 to 500 m². The third food retailer of Boa Vista.

CASA DO CAMARAO

Av. Benjamin Constant n°841
Boa Vista
Phone : + 55 95 623 1203
Cel : + 55 95 9111 3781

Contacts : Glauberio, owner. Met the 2nd of July 2003.

Main retailer of Boa Vista for shrimps (frozen / cooked-salted) and some other seafood. With his brother, he has 4 other shops (2 in Acre and 2 in Rondonha). Origin of the shrimps sold : Belem, Maranhã, Fortaleza. He is interested in trying Guyanese shrimp and ready to buy the samples. It could be interesting in term of prices to import from Georgetown.

**MAIN RETAIL AND WHOLESALE
BUILDING SUPPLY OUTLETS**

VIMEZER

Av. Sao Sebastiao, 1625
Santa Tereza - Boa Vista
Phone : + 55 95 627 4001
Fax : + 55 95 627 5341

SGUARIO

Av. Glaycon de Paiva 1989
Sao Vicente - Boa Vista
Phone : + 55 95 624 6868
Fax : + 55 95 624 6888
E-mail : sguario@technet.com.br

BRASFERRO COMERCIO INDUSTRIA IMPORT & EXPORT LTDA

Av. Glaycon de Paiva 2304
Boa Vista
Phone : + 55 95 626 5444 / 5344 / 5342
Fax : + 55 95 626 5803

CIMEX COMERCIO IMPORT E EXP. LTDA

Av. F. Peixoto 311
Boa Vista
Phone : + 55 95 224 3999 / 624 1251 / 624 2501 / 624 2781
Fax : + 55 95 624 8822

KLINGER MATERIAIS DE CONSTRUÇÃO

Av. C. Brasil 333
Boa Vista
Phone : + 55 95 623 2074

CAÇULAO

Av. Gal Ataide Teive, 3246
Buritis - Boa Vista
Phone : + 55 95 625 2210

TINROL (TINTAS RORAIMA) LTDA

Av. Maj. Williams 1407
Buritis - Boa Vista
Phone : + 55 95 623 0666 / 0660 / 0662 / 9133

MAIN WOOD EXPORTERS

IMPORTADORA E EXPORTADORA TREVO LTDA

Av. Venezuela n°400 - Pricuma
CEP 69309-690 - Boa Vista
E-mail : imp_exp_trevo@osite.com.br
Contact : Waldi PECCINI.

JF ROSS

Av. Maranhao n°629 – Centro/Mucujai
CEP : 69340-000 - Boa Vista
Phone : + 55 95 542 1380
E-mail : mmross@technet.com.br
Contact : José Fernandes ROSS

LMS BABORA EMPRESA COMERCIAL EXPORTADORA ME

Av. General Ataíde Teive n°1280 Sala L - Mecejena
CEP : 69304-360 - Boa Vista
Phone : + 55 95 626 7134
Fax : + 55 95 626 7047
Contact : Wisley Alberes BABORA

ELAINE PAGANOTI DOS SANTOS ME

Rod. BR 174 s/n – Quadra 07 Lotes 02 / Distrito Industrial
CEP : 69301-970 - Boa Vista
Phone/fax : + 55 95 626 7132
Contact : Miss Elaine PAGANOTI

AA FURLIN ME – MADEIRA RIATLA

Rod. BR 174 s/n – Quadra 01 Lotes 5 e 6 / Distrito Industrial
CEP : 69301-970 - Boa Vista
Phone : + 55 95 626 7134
Fax : + 55 95 626 7047
E-mail : mmross@technet.com.br
Contact : José Fernandes ROSS

REI DO TABIQUE LTDA

R. Bento Brasil n°953 - Sao Vicente
CEP : 69303-130 - Boa Vista
Phone : + 55 95 224 2829
Fax : + 55 95 626 7155
Contact : Otto MATSDORFF

MADEIRA RORAIMA – ICM FERREIRA OESTREICHER

Rua DI-K n°676 – Distrito Industrial

CEP : 69301-970 - Boa Vista
Phone : + 55 95 626 7060 / 7160
Fax : + 55 95 626 7184
E-mail : maderor@technet.com.br
Contact : Eduardo Bayma OESTREICHER

OURO VERDE Project

www.ouro-verde.com
www.branccocel.com
Michael VOLGEL, Director
michael@ewv.com.br
Mobile : + 55 95 8111 30 73

TRANSPORT COMPANIES

EXPRESSO ARAÇATUBA

Av. Gal Ataíde Teive, 2560
CEP 69309-000 - Boa Vista
Phone : + 55 95 625 0084
Fax : + 55 95 625 2664
Contacts : Emerson ARAI HAMMES, subsidiary Director
E-mail : bva.emerson@exata.com.br
In Sao Paulo : Mr. Eduardo, International Director (+ 55 11 3622 2800, extension 2856)
www.exata.com.br

BERTOLINI LTDA

Av. Parque Industrial, 397 qd I
Boa Vista
Phone : + 55 95 635 7120 / 7121
http://www1.tbl.com.br/c_tbl/index.html ; web site in English
E-mail : tblbvb@tbl.com.br

Head office in Manaus, offices throughout the country (Belém also)

TRANSALEX CARGAS LTDA

Rod. BR 174 100
Boa Vista
Phone : + 55 95 625 9845

ADELAIDE

Rua de Bromélias, 91
Pricuma - Boa Vista
Phone : + 55 95 626 47 33 / 41 49
Fax : + 55 95 626 42 91
E-mail : adelaide@technet.com.br

TNSL – TRANSPORTADORA RODOV. NORTESUL LTDA

M V Souza 11361

Boa Vista

Phone : + 55 95 625 3425

<p>OTHERS</p>

ART MOVÉIS

Av. Venezuela 1003 – Pricuma (ao lado do viaduto)

Boa Vista

Phone : + 55 95 626 4041

Contact : Joao Hortencio TORRES, Owner

One of the biggest furniture manufacturers in Boa Vista. The owner works with 6-8 SME which produce on command. He decides the models he wants. He has a workshop in the back of his shop, to assembly and finish the furniture.

MANAUS

INSTITUTIONS, ASSOCIATIONS AND NON- PRIVATE OPERATORS

ASSOCIAÇÃO COMERCIAL DO AMAZONAS

Rua Guilherme Moreira, 281 - Centro

Manaus CEP 69.005-300

www.aca.org.br

E-mail : aca@aca.org.br

Contact : José de Moura Teixeira LOPES, President

Kind of Chamber or Commerce.

SEBRAE

Rua Leonardo Malcher, 924 - Centro

Manaus CEP 69.010-170

www.am.sebrae.com.br

Contacts :

Jenner Luiz Belém PINHEIRO, Consultant

Phone : + 55 92 2121 4972

Fax : + 55 92 2121 4967

E-mail : jenner@am.sebrae.com.br

Célio Luis PICANÇO MATOS

Phone/fax : + 55 92 2121 4953

E-mail : celio@am.sebrae.com.br

SUFRAMA – SUPERINTENDENCY OF MANAUS FREE TRADE ZONE

Av. Ministro Joao Gonçalves de Souza S/Nº - Distrito Industrial

MANAUS CEP 69.075-770

Phone : + 55 92 614 7054 / 614 7077

Fax : + 55 92 237 3884

www.suframa.gov.br

Contacts :

Maria Gracilene R.BELOTA, Adviser for International affairs, speaks English

E-mail : gracilene@suframa.gov.br

Emmanuel DE AGUIAR

emmanuel@suframa.gov.br

CEASA/AM - CENTRAIS DE ABASTECIMENTO DE AMAZONAS

Fruit & vegetables wholesale market

President - Director: Hélio de OLIVEIRA REGO FILHO

Phone: + 55 92 615 2089

Fax : + 55 92 615 1051

Technical Director : Reinaldo FONSECA ARANTES

Phone : + 55 92 615 1377

Av. Abiurana, s/n-Eixo 4-Distrito Industrial CEP: 69075-010 - MANAUS - AM

Is currently inf bankruptcy. Will probably be bought out by a group of local wholesalers.

PRIVATE COMPANIES

F.ALMEIDA

Rua Silva Ramos, 1400 - Centro

CEP 69.025-030 - MANAUS

Phone : + 55 92 633 1560

Fax : + 55 92 633 2870

Av. Constantino Nery, 3218 – Chapada

CEP 69.050-002 - MANAUS

Phone : + 55 92 648 0800

Fax : + 55 92 648 0102

E-mail : falmeida@netium.com.br

Contact : Henrique, buyer

One of the biggest stores for building supplies

ARMAZEM PORTELA

Av. Max Teixeira 1.110 - Flores

CEP 69.580-010 - MANAUS

Phone : + 55 92 651 2666

Mobile : + 55 92 9981 3467

E-mail : armazemportela@uol.com.br

Contact : Juscelino PORTELA, MD

One of the most important wholesalers of dry food. A year ago (Armazem Portela) opened a trading company for exporting wood, (PORTELA IND. E COM. DE MADEIRAS LTDA,) at the same address.

C.I.M. – COMPANHIA INDUSTRIAL DE MADEIRAS

Av. Solimoes S/N° - Distrito Industrial

Cx Postal : 854

MANAUS – CEP 69075-200

Phone : + 55 92 615 1585

Fax : + 55 92 615 1704

www.cimmadeiras@uol.br

One of the three most important wood companies of Manaus.

COMPENSA

Av. Pe. Agostinho Caballero Martins, 1767

MANAUS – CEP 65035-090

Phone : + 55 92 625 44 66 / 3508

Fax : + 55 92 625 4755

Contact : Miss Mi Ki Yeung, Director, speaks English
E-mail : mmkyeung@21cn.com

One of the three most important wood companies of Manaus.

F.EUMAR COSTA

Av. Abiurana, 2579 – Galpao 02 Box 01/04 – CEASA – Distrito Industrial
MANAUS
Phone : + 55 92 615 3928 / 615 2624
Mobile : + 55 92 9995 8016
Contact : Sobral, MD

One of the most important wholesalers of fruits and vegetables, based in the CEASA but also in the retail market of Manaus, Feira do Manaus Moderna.

FRIGORIFICO FRILLER

Av. Tefé – Cachoeirinha
MANAUS
Phone : + 55 92 635 0771
Fax : + 55 92 635 0665
Contact : Ivan, Director
Mobile : + 55 92 9989 1351
E-mail : friller@horizon.com.br

One of the most important distributors of frozen meat and chicken (brands : Sadia, Gale, Frigossol, Aurora, Nicolini...). Carries dry goods also.

LB – CASA DA BORRACHA

Rua Ferreira Pena, 1434 - Centro
CEP 69.025-030 - MANAUS
Phone : + 55 92 234 4843
Fax : + 55 92 231 1070
E-mail : casadaborracha@internext.com.br
www.grupolb.com.br
Contact : Braz TADEU
Mobile : + 55 92 8802 0625

Biggest group for building supplies in Manaus. 9 shops : 8 for retail and 1 for wholesale.

PCE – PAPEL, CAIXAS E EMBALAGENS S/A

Av. Grande Circular, n°1000 – Armando Mendes
CEP 69.088-480 - MANAUS
Phone : + 55 92 615 3777 / 9988 9207
Fax : + 55 92 615 3277
www.pceembalagens.com.br
Contact : Lucineide SOUZA, saleswoman
E-mail : lsouza@pceembalagens.com.br
Mobile : + 55 92 8802 0625

Local supplier of packaging in corrugated cardboard and paper. See documentation given.

RECOFARMA (COCA COLA)

Av. Buruti n°190 – Distrito Industrial

MANAUS – CEP : 69075-000
Phone : + 55 92 615 7555
Phone : + 55 92 615 3910
Contact : Nelson MARINHO, Buying Department
Mobile : + 55 92 9995 0005

Coca Cola's production plant for concentrate ; created in 1990.

AGROPECUÁRIA JAYORO LTDA.

ROD. BR 174 KM 120 - RAMAL 14
ZONA RURAL
PRESIDENTE FIGUEIREDO - AM
CEP : 69735-000
Phone : + 55 92 324-1200 - Fax: + 55 92 324-1300

Coca Cola's sugar cane plantation and supplier.

RIGESA

Av. Açaí 3035 – distrito Industrial
MANAUS – CEP : 69075-100
Phone : + 55 92 616 9517
Fax : + 55 92 616 9520
Contact : César Augusto MONTANARIN, salesman
E-mail : cesar.montanarin@rigesa.com.br
Mobile : + 55 92 9995 0005

Subsidiary of US paper group, MeadWestvaco. Production of corrugated cardboard. See documentation given.

F.F.RIKER & CIA LTDA

Rua Pedro Botelho, 73 – Centro
MANAUS – CEP : 69005-100
Phone/fax : + 55 92 233 4971
E-mail : ffriker@horizon.com.br
Contact : Fulton Fabiano RIKER, Director

Farine and dry beans packer, based near the port and the Feira do Manaus Moderna. Works with the supermarkets of Manaus.

SKL INDUSTRIAL LTDA - MANAUS

Phone/fax : + 55 92 654 2600
Contacts :

Sidney NAZARETH JR
Mobile : + 55 92 9996 0373
E-mail : sideneynjr@aol.com

LUCAS CARVALHO
Mobile : + 55 92 9962 6428

Two persons who came to Guyana in July 2003 to import rice from there.

SUPERMARKET CHAINS IN MANAUS

CARREFOUR

CDAN (distribution center)
MANAUS

Fax : + 55 92 214 7023

Contact :

Wagner Manoel DO NASCIMENTO, buyer for fresh food ; Phone : + 55 92 214 7013 / 7005

Mr Renato, buyer for dry food ; + 55 92 214 7008 / 7010

SUPERMERCADOS DB

Rua Paraiba, 1128

MANAUS

Phone : + 55 92 642 5909

Fax : + 55 92 442 5909

Contacts : Sidnei PEDROSA, President, Silvio PEDROSA, Trade Director

C.O. – CASAS DE OLEO LTDA, SUPERMERCADOS

Rua Delfim de Souza, 125 - Raiz

MANAUS

Phone : + 55 92 237 3045/3008

Fax : + 55 92 237 6010

Contact : José Mario ASSAYAG, Director of C.O. supermarket chain

Phone/fax : + 55 92 613 2083

E-mail : jmassayag@argo.com.br

J.M. ASSAYAG is also President of the Association of Supermarkets of Para.

COMERCIAL AMAZÔNIA

Estrada Torquato Tapajos, 5375

MANAUS

Phone : + 55 92 651 2851

Fax : + 55 92 651 2895

Contacts : Sergio MEIRELES, Manager

**OTHER IMPORTANT
WHOLESALEERS
FOR DRY FOOD IN
MANAUS**

- **NORTE DISTRIB.** ; phone : + 55 92 633 9450
- **QUATRO MARES** ; phone : + 55 92 633 3551
- **DISTRIB. LOPES** ; phone : + 55 92 624 2424
- **MERCANTIL NOVA ERA** ; phone : + 55 92 652 2000 ; fax : + 55 92 654 41 41
(Nestlé and Lever products)
- **DISTRIBUIDORA PETROLINA** ; phone of the sales representative in Boa Vista : + 55 91 99 63 01 71
- **ACROJOHN DISTRIBUIDORA** ; phone : + 55 92 644 2891 / 5953 / 5955 ; fax : + 55 92 644 2321 (not only dry food but also cleaning products...)
- **EBD** (Kraft and Seagram products)
- **ATACADO VIDA NOVA**
- **DUNORTE**

**OTHER IMPORTANT
WHOLESALEERS
FOR FRESH FOOD IN
MANAUS**

- **SARKIS**
- **MODELO**

**MAIN FRUITS &
VEGETABLES
WHOLESALEERS IN
MANAUS**

- **FORT FRUT**
- **FRUTEIRA SILVA** : bananas only, 10-12 trucks/month mainly from Pernambuco

- **COMMERCIAL ZAPELINI**
- **F.EUMAR COSTA**
- **COMERCIAL NORTE SUL**
- **S-D COMERCIAL**
- **COMERCIAL APROVO**
- **PAULO RUROHATA**
- **ARMANDO MORIKAWA**
- **ITAMARATY FRUTAS E LEGUMES**
- **COMERCIAL OYA**
- **COMERCIAL BRASIL**
- **COMERCIAL SAO JORGE**
- **CASA DA UVA**
- **MARCOS YOKOYAMA**

Except FRUTEIRA SILVA, the others are not specialized in one item but import between **30 and 40 trucks/month** of different types of fruits and vegetables, mainly from the South and North-East of the country.

BELEM

INSTITUTIONS, ASSOCIATIONS AND NON- PRIVATE OPERATORS

ASSOCIAÇÃO COMERCIAL DO PARA

Type of Chamber of Commerce

Av. Pres. Vargas, 158
BELEM - CEP 66010-100
Phone : + 55 91 242 3508/3707
Fax : + 55 91 241 1814

Kind of Chamber of Commerce.

Contact : Joao Augusto LOBATO RODRIGUES, President

E-mail : rodriguesjr@aol.com ;

He is also Director of one of the Magazan of the town (department store), part of the Lider group (supermarket chain).

Av. Visconde de Souza Franco, 1088

BELEM - CEP 66053-000

Phone : + 55 91 241 9055

jar@magazan.com.br

ASSOCIAÇÃO DAS INDUSTRIAS EXPORTADORAS DE MADEIRAS DO ESTADO DO PARA

Wood exporters association

Tv. Quintino Bocaiuva, 1588- 5º andar

Ed. Casa da Industria Bloco "A"

BELEM – CEP 66035-190

www.aimex.com.br

E-mail : aimex@aimex.com.br

Phone : + 55 91 242 7161 / 242 7218 / 299 3455

Fax : + 55 91 242 7342 / 242 4081

CENTRAIS DE ABASTECIMENTO DO PARÁ – CEASA

Fruit & vegetables wholesale market

A Centrais de Abastecimento do Pará S/A fica na

Estrada da Ceasa, Km 04 CEP 66610-120

President : Amaro BARRETO DA ROCHA KLAUTAU

Phone : + 55 91 228 9191

Fax : + 55 91 276 6004

Contact : Nomato AMPUERO (technical director ?)

Phone : + 55 91 228 9104 / 228 9120

Fax : + 55 91 228 91 33

ceasapa@amazonas.com.br

www.ceasapa.com.br (where you can find price quotations in Portuguese)

FEDERAÇÃO DA AGRICULTURA DO ESTADO DO PARA
Federation of Agriculture

Av. Conselheiro Furtado, 3374
BELÉM - CEP 66073-160
Phone : + 55 91 249 5975 – 249 5377
Fax : + 55 91 249 6735 – 249 6416
E-mail : faepa@amazon.com.br
Contact : Rubens N. FERREIRA BRITO, Director

FEDERAÇÃO DO COMERCIO DO ESTADO DO PARA
Federation of trade

Av. Assis de Vasconcelos, 359
BELÉM - CEP 66010-010
Phone : + 55 91 223 7570 / 222 9184
Fax : + 55 91 224 8290
www.fecomercio-pa.com.br
Contact : Carlos Marx TONINI, President

He is also Director of a wholesale companies (frozen chicken products, brand Perdigao and Nestlé fresh + Tetra Pack products) : **TONINI INDUSTRIA E COMERCIO LTDA**

Tv. Vileta, 1181
Belém - CEP 660585-710
Phone/fax : + 55 91 233 4700/233 0331
www.tonini.com.br
E-mail : carlos@tonini.com.br

FEED ASSOCIATION

Contact : Paulo Roberto R.MENDES, President
Moinho Esperança / Dantas & Mendes Ltda
Tv. D.Pedro I, 1053
BELÉM - CEP 66010-010
Phone/fax : + 55 91 222 0339

FIEPA (FEDERAÇÃO DAS INDUSTRIAS DO ESTADO DO PARA)
Federation of industry

www.fiepa.org.br
Tv. Quintino Bocaiuva, 1588- 8º andar
Caixa Postal 327
BÉLEM – CEP 66035-190
Phone : + 55 91 223 7119 / 299 3410
Fax : + 55 91 224 7415

Contacts :

Ivanildo PONTES, Executive Director
ipontes@fiepa.org.br
He is also active in a fishing company (exporting shrimps ?)

Hélio Melo FILHO, Vice-President
Av. Ignacio Kouri Gabriel Filho
CASTANHAL - CEP 68.741-320
Phone : + 55 91 3721 1598 / 3721 1698

Fax : + 55 91 3721 3134

E-mail : helio@hileia.com

He is also Director of a dry food company (coffee, pastas, crackers, snacks, cookies) named **HILÉIA** (www.hileia.com) and President of the State association of dry food producers.

REDE BRASILEIRA DE CENTROS INTERNACIONAIS DE NEGOCIOS

Centre for Foreign Trade, part of FIEPA, Federação das Industrias do Estado do Para)

Tv. Quintino Bocaiuva, 1588 - Terreo

BELÉM - CEP 66035-190

Phone : + 55 91 242 7287 / 242 6395

Fax : + 55 91 299 3266

www.fiepa.org.br

Contact : Fabio CONTENTE, in charge of this department

E-mail : fabio@fiepa.org.br

SEBRAE

Rua Municipalidade 1461 - Umarizal

BELÉM - CEP 66050-350

www.pa.sebrae.com.br

Contact : Jairo Oscar MONTEIRO, Consultant in the International Department

Phone : + 55 91 3181 9093

Fax : + 55 91 3181 9095

E-mail : jairo@pa.sebrae.com.br

SINDICATO DO COMERCIO DE MATERIAS DE CONSTRUÇÃO E SIMILARES DE BELÉM E ANAMINDEUA - SINDMACO

Association of building supply traders

Av. Assis de Vasconcelos, 359 – salas 201 e 207

BELÉM - CEP 66010-010

Phone : + 55 91 224 3469

Fax : + 55 91 224 5619

E-mail : sindmaco@terra.com.br

SINDICATO DAS EMPRESAS DE NAVEGAÇÃO FLUVIAL E LACUSTRE E DAS AGENCIAS DE NAVEGAÇÃO NO ESTADO DO PARA - SINDARPA

Association of river navigation companies

Tv. D.Romualdo Coelho, 838 - Umarizal

BELÉM - CEP 66055-190

Contact : Ramiro Fernandes NAZARE, Economics Consultant

Phone/fax : + 55 91 224 7164 / 224 4025 and 222 8609

E-mail : sindarpa@uol.com.br

SINDICATO DOS MOVEIS DO ESTADO DO PARA - SINDMOVEIS

Association of furniture companies

Tv. Quintino Bocaiuva, 1588, 6º andar, Nazaré

BELÉM - CEP 66035-190

Contact : Genaro CASELLA, General Secretary

Phone : + 55 91 212 3318

E-mail : sindmoveis@fiepa.org.br

He is the owner of a furniture and wood products company :
CASSMOV (CASELLA MOVEIS IND. E COM. LTDA)
Rod. Artur Bernades, Pass. John Engelhard, n°272
PRATINHA - BELÉM
Phone : + 55 91 258 2123
Mobile : + 55 91 8115 5299

PORT AUTHORITIES

<http://www.cdp.com.br>

PRIVATE COMPANIES

COPRAL (COMERCIO E NAVEGAÇÃO LTDA) / NEDLLOYD agent

Rua Travessa Sao Pedro, 566 – Sala 901 - Centro
BÉLEM - CEP 66023-570
Phone : + 55 91 242 7333
Fax : + 55 91 242 7270 – 242 6790
Contact : Miss Malu REIS, saleswoman
Mobile : + 55 91 9984 2223
malu.reis@copralbelem.com.br

CGM agent

Phone : + 55 91 242 5828
Contact : Edgar TEOFILLO
bem.edgarteofilo@terra.com.br

MADENORTE S/A

Av. Roberto Cameller, 337
BELEM - CEP 66033-640
Phone : + 55 91 400 557 77
Fax : + 55 91 400 557 50
www.madenorte.com.br
Contacts :

José Severino FILHO, President
severino@madenorte.com.br

Tito Velozo DIAS, Export Logistic Coordinator
E-mail : tito@madenorte.com.br

Important wood exporter.

MAKRO ATACADISTA S/A

Rodovia BR 316 – Km 03, s/n° - Guanabara
ANANINDEUA - CEP 67.010-000
Phone : + 55 91 214 4600
Fax : + 55 91 214 4680
Loja-belem@makro.com.br

Contact : Orivaldo A. DE SOUZA, Administration Director

Cash & carry chain (41 shops in the country ; for the Northern region : only one near Belém and one in Manaus).

GRUPO SANAVE

Av. Pedro Álvares Cabral 1323

BELÉM - CEP 66050-400

E-mail: sanave@amazon.com.br ; presidencia@grupo-sanave.com.br

Phone : + 55 91 212-0911

Fax : + 55 91 224 2693

Contact : Cipriano Sabina DE OLIVEIRA, President Director

Transportation company, by truck and boat :

By truck :

- São Paulo x Belém / Manaus / Macapá / Santarém etc.
- Recife x Belém / Manaus / Macapá
- Belém x Manaus x Belém
- Belém x Macapá x Belém
- Belém x Santarém / Altamira / Capanema / Marabá and more inside the State of Pará
- Manaus x Belém / São Paulo

By boat :

- Belém x Manaus x Belém
- Belém x Macapá x Belém

MAIN SUPERMARKET CHAINS AND SUPERMARKETS

LIDER SUPERMARKETS

Rua dos Pariquis, 1056 - Jurunas

BELEM - CEP 66 033 590

Phone : + 55 91 272 2400 / 272 3665 / 272 6607 / 272 1624

Fax : + 55 91 272 1624

Mobile : + 55 91 81 17 05 06

Contact : Oscar LOBATO RODRIGUES, Food Buyer

www.lidernet.com.br

The most important supermarket chain in Belém. It's possible to buy online via the website and from there have an idea of prices.

SUPERMERCADO Y.YAMADA S/A

Rua Manoel Barata, 400 - Comercio

BELEM - CEP 66 015-020

Phone : + 55 91 289 88 00

Fax : + 55 91 289 88 24

Contact : Fernando TERUO YAMADA

Distribution group (food and non food, department stores...). The second larger supermarket chain in Belém. 29 stores, 23 in Belém, other in Barcarena, Santarém,

Castanhal, Capanema, Bragança and Ananindeua. Total turnover 2002 : 530 million BRL (+ 10% expected in 2003) of which 270 million BRL done by the supermarkets alone.

NAZARÉ COMERCIAL DE ALIMENTOS LTDA

Av. Duque de Caxias, 1101 - Marco
BELEM - CEP 66 093 400
Phone : + 55 91 277 20 00
Fax : + 55 91 219 50 07
Contact : Artêmio PINHEIRO CORRÊA

SUPERCENTER NAZARÉ

Tv. Sao Francisco, 610 – Batista Campos
BELEM - CEP 66 023 000
Phone : + 55 91 242 51 31
Fax : + 55 91 241 01 78
Contact : Alaci PINHEIRO CORRÊA

Tv. 14 de Março, 1670
BELEM - CEP 66 055 490
Phone : + 55 91 242 94 74
Fax : + 55 91 241 81 22
Contact : Artur PINHEIRO CORRÊA

SUPERMERCADO AMAZÔNIA S/A

Av. Almirante Barroso, 2860 – Souza
BELEM - CEP 66 010-830
Phone/fax : + 55 91 276 99 29
Contact : Carlos RODRIGUES LIMAO

SUPERMERCADO CIDADE LDTA

Av. Gentil Bitencourt, 1415 – A Nazaré
BELEM - CEP 66 040 000
Phone : + 55 91 241 51 43
Fax : + 55 91 242 76 50
Contact : Gustavo XERFAN HABER

SUPERMERCADO KI-PREÇO LTDA

Tv. Humaita, 1210 - Pedreira
BELEM - CEP 66 085 220
Phone : + 55 91 244 09 97
Fax : + 55 91 244 02 71
Contact : Benedito NEVES LOUREIRO

M&S COMERCIAL DE ALIMENTOS LTDA – CASA SILVA

Av. Bernardo Sayao, 1466 - Jurunas
BELEM - CEP 66 030 120
Phone : + 55 91 272 54 83
Fax : + 55 91 272 41 66
Contact : Osvaldo MOREIRA DA SILVA

CASA PAUXIS COM. LTDA

Tv. Barao de Igarapé – Miri, 71, Guama
BELEM - CEP 66 075 000
Phone/fax : + 55 91 249 77 53
Contact : José BENEDITO AQUINO

F.BRITO E MENDES LTDA – SUPERMERCADO E PANIFICADORA ESTRELA DALVA

Av. Julio Cezar, 3670 Val-de-Cans
BELEM - CEP 66 123 370
Phone : + 55 91 257 15 50
Fax : + 55 91 257 61 77
Contact : Fernando FONTES DE BRITO

MAIN FISH EXPORTERS - PARA

PESQUEIRA MAGUARY LTDA

Rua Maguary, 457 Icoaraci
BELEM
Phone : + 55 91 227 1100

AMASA S/A

Rodovia Arthur Bernardes, km/14
BELEM
Phone : + 55 91 258 1011

COSMO PESCA LTDA

Rodovia Arthur Bernardes, km/14
BELEM
Phone : + 55 91 258 0804

CAMEXIM CAPTURA E EXP. LTDA

Estrada do Tapana, 339
BELEM
Phone : + 55 91 258 0656

INCOGEL – IND. COM. GELO E PESC.

Rua Joaquim Tavora, 38 – Beira Mar Cidade Velha
BELEM
Phone : + 55 91 222 6941

PARA ALIMENTOS DO MAR LTDA

Vila dos inocentes s/n - Icoaraci

BELEM
Phone : + 55 91 227 1539

REAL PESCADOS LTDA
Rua Siquei Mendes, 1687 sala/B
BELEM
Phone : + 55 91 227 2131

TROPICAL PESCA
Rua Sao Roque, 706
BELEM
Phone : + 55 91 227 0381

FRIGEPE
Rodovia Arthur Bernardes, km/15 n°5925
BELEM
Phone : + 55 91 258 0946

TUNASA – TUNIDEOS DE AMAZONIA
Rua Antonio Baena, 381
BELEM
Phone : + 55 91 3722 1515

BRASIL NORTE PESCA E EXPORTAÇÃO
Rodovia Augusto Montenegro, 704 sala A - km 13
BELEM
Phone : + 55 91 227 0381

TITA COM. E BENEF. DE PESCADA
Rodovia Arthur Bernardes, km/14
BELEM
Phone : + 55 91 258 1103

CELSO SABINO DE OLIVEIRA PESCADOS
Rua Avertano Rocha, 302
BELEM
Phone : + 55 91 222 0708

JK PESCA LTDA
Rodovia Arthur Bernardes, km/14
BELEM
Phone : + 55 91 258 0804

AR PESCADOS LTDA
Trav. Cristovao Colombo, 1426 sala 3
BELEM
Phone : + 55 91 247 7488

**MAIN OPERATORS IN THE
PALM HEART SECTOR -
PARA**

RIOMAR CONSERVAS LTDA

Av. Bernado Sayao, 3264

BELEM

Phone : + 55 91 272 9444

http://www.ivainet.com.br/site_us.html

Producer of canned fruits & vegetables (see web site in English). Potential importer.

GORRENSEN & CIA LTDA

Rodovia Br-316 Km/01, Pass. Santa Maria, 38

BELEM

Phone : + 55 91 235 4052

IND. E COM. MAIAUATA

Av. Bernado Sayao, 2176

BELEM

Phone : + 55 91 272 6233

**MAIN RETAIL AND
WHOLESALE BUILDING
SUPPLY OUTLETS IN
BELÉM**

- **IMPORTADORA OPLIMA** : 3500 m² sales area, 8000 m² storage ; more than 40 000 items ; 250 employees. Manager : Edison AGUIAR
- **MASSAFRA MATERIAIS DE CONSTRUÇÃO LTDA** : 3 stores of 3500 m² sales area 8500 m² storage ; more than 10 000 items ; 180 employees. 95% retail sales, 5% wholesale. Manager : Roberto MASSAFRA.
- **ROFAMA FERRAGENS LTDA** : 2 stores of 1800 m² sales area 4900 m² storage ; more than 48 000 items ; 155 employees. 65% retail sales, 35% wholesale. Manager : Farid MASSOUD.
- **PARAENSE** : 1 store of 11350 m² sales area 1848 m² storage ; more than 20 000 items ; 120 employees. 15% retail sales, 85% wholesale. Manager : Regina CUNHA VIEGAS.

OTHERS

- **COENCIL** rua Guilherme Moreira, 183 ; Phone : + 55 91 232 2674
- **F.ALMEIDA** rua Silva Ramos, 1400 ; Phone : + 55 91 633 1560

MEMBERS OF AIMEX (ASSOCIAÇÃO DAS INDÚSTRIAS EXPORTADORAS DO ESTADO DO PARA)

WOOD EXPORTERS ASSOCIATION OF PARA

Abed – Ind. Com. de imp. E exp. de Madeiras	Madeireira rancho da cabocla Ltda
Amacol – Amazônia Plywood e Laminados s/a	Madenorte s/a – Laminados e Plywood
Amazon Woods Ltda	Madesa – Madeiras Santarém Ltda
Amazônia Florestal Ltda	Marajó Island Business Ltda
Cemex – Comercial Madeiras Exportação s/a	MG – Madeireira Araguaia, Ind. Com. e Agropecuária s/a
Cenex – Madeireira Centro Norte Ind. Com. E Exp. Ltda	Nordisk Timber Ltda *
Cikel Brasil Verde s/a	Nugesa Exportadora e Importadora Ltda
Csl – comércio e exportação Ltda	Pampa Exportação Ltda *
Ebata – Esquadrias e Barcos Tapanã Ltda	Paramadel Paragominas Madeiras Ltda
Eidai do Brasil Madeiras s/a	Porto de Moz Ltda
Eldorado Exportação e Serviços Ltda *	Rio Concrem Ltda
Emapa – Exportadora de Madeiras do Pará Ltda	Robco Madeiras Ltda *
Exmam – Exportadora de Madeiras Amazônicas Ltda	Samal – Sadiemla Madeiras Ltda
Franzói – Ferramentas Ind. Com. Ltda	Selectas s.a indústria e Comercio de Madeira
Floraplaç Industrial Ltda	Semasa – Serraria Marajoara Ltda
G.D. Carajás Ind. Com. E Exp. De Madeiras Ltda	Tigre Timber Com. Indústria Ltda
Imasa – Industria de Madeiras Ltda	Tradelink Madeiras Ltda
Juruá Florestal Ltda *	Tramontina Belém s/a Madeiras *
Lamapa – Laminados de Madeiras Ltda	Vera Cruz Exportadora, Indústria e Comercio s/a
Madeiras Filter Ltda	Versailles Exportadora Ltda
Madeiras Mainardi Ltda	Villasa Exportadora e Importadora Ltda

* *exporters but also potential importers*

Note : in brackets, main tree species exported (see annex for scientific names)

ABED - IND. COM. DE IMP. E EXP.DE MADEIRAS (Virola, Quaruba, Andiroba, Jatobá)

Manager : Rozilene FERREIRA DAMASCENO

Margem Direita do Rio Pacajá - Porto Barro-Alto CEP : 68480-000 Portel - PA

Phone/Fax : + 55 91 3784 1176

AMACOL-AMAZONIA PLYWOOD E LAMINADOS S/A (Angelim Pedra, Jatobá, Quarubarana, Mandioqueira, Jatobá, Cumarú...).

Contacts : Ademar TERRA DA COSTA and Sônia Maria BENTES MACHADO
Tv. Benjamin Constant, 1416 CEP : 66035-060 Belém-PA
Phone : + 55 91 242-5190/5186 ; fax : + 55 91 224-3208 ; e-mail : amacol@libnet.com.br

AMAZON WOODS LTDA

Manager : Marcelo Hipólito MOREIRA NETO
Av. Alcindo Cacela, 610 - Umarizal
CEP : 66050-380 – Belém - PA
Phone : + 55 91 266-4848 ; fax : + 55 91 266 -4670 ; e-mail :
marcelo@amazonwoods.com.br or pedro@amazonwoods.com.br
Web site: www.amazonwoods.com.br

AMAZÔNIA FLORESTAL LTDA (Jatobá, Ipê, Cumarú, Tauarí, Curupixá, Goiabão...)

President – Manager : Issao SATO
Av. Alcindo Cacela 1264, Ed. Empire Center - Salas 1201 and 1202 Nazaré.
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florestal@amazon.com.br
Plant : Rod. Transamazônica Km 01 - Vila Miritituba CEP : 68191-400 - Itaituba - PA
Phone : (93) 3541-1255 Phone/Fax : (93) 3541-1257 Cel: (93) 9122 0548

BRASCOMP - PLYWOOD DO BRASIL S/A (Plywood)

Sales Manager : Ari ZUGMAN
Distrito Industrial de Ananindeua, Setor I, Q/3, Lote 2
CEP : 67000-000 Ananindeua-PA.
Phone : + 55 91 4005-5800 ; fax.: + 55 914005-5829 ; e-mail : brascomp.bel@terra.com.br

CEMEX - COMERCIAL MADEIRAS EXPORTAÇÃO S/A (Ipê, Jatobá, Pau Amarelo, Cedro, Tauari...)

President Manager : José Aron BARANEK
Rua México, 03 -10º andar - Centro - CEP : 20031-144 Rio de Janeiro-RJ.
Phone : (21) 2524-1514 ; fax. (21) 2262-6624 ; e-mail : inform@forex-cemex.com.br
Manager : Gilson LEAL FAVARATO
Rod. Santarém-Curuauna Km 05 Urumary
Caixa Postal 66 CEP : 68100-000 Santarém-PA.
Phone : (93) 524-1724/1741/1758/1722 ; fax : (93) 524-3775 ; e-mail : cemex@tap.com.br

CENEX MADEIREIRA CENTRO NORTE IND. COM. E EXP. LTDA (Jatobá, Angelim, Tatajuba...)

Managers : João Neves LADEIA/Antonio Eustáquio NEVES LADEIA
Rodovia BR 316 - Km 20 s/n - Margem Esquerda - CEP : 67020-000 - Benevides - PA
Phone : + 55 91 3724-1156 ; fax : + 55 91 3724-1511 ; e-mail : cenex@supridados.com.br

CIKEL BRASIL VERDE S/A (Plywood, lamination stock)

Manager-President : Manoel **Pereira Dias**
Managers: Aparecida C. P. DENADAI/João BOSCO PEREIRA /Manoel PEREIRA DIAS/José PEREIRA.DIAS/Damião PEREIRA DIAS
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Office Paraná: Rua Itupava, 1.235 CEP : 80040-000 Curitiba-PR.
Phone : (41) 264-1188 ; fax : (41) 262-8029 ; e-mail : manoel@cikel.com.br

EBATA - ESQUADRIAS E BARCOS TAPANÃ LTDA (Industrial lumber, floors, planed wood, decking, Ipê, Jatobá, Cedro, Tatajuba, Angelim, Massaranduba...)

Manager-President : Leônidas DE SOUZA

Dist. Industrial de Icoaraci Qd 6 Setor B Lote 13 - Icoaraci

CEP : 66815-590 Belém - PA.

Phone : + 55 91227-1904/0108/2445 ; fax : + 55 91227-0069 ; e-mail :

ebata@interconnect.com.br

EIDAI DO BRASIL MADEIRAS S/A (Plywood, doors, TecPanel)

President : Shizuo TANABE

Estrada da Macacuera, S/N - Icoaraci CEP : 66815-140 - Belém -PA.

Caixa Postal 1422

Phone : + 55 91211-7100 ; fax : + 55 91211-7101

Web site: [http:// www.eidai-brasil.com.br](http://www.eidai-brasil.com.br)

E-mail : eidai1@eidai-brasil.com.br

ELDORADO EXPORTAÇÃO E SERVIÇOS LTDA (Curupixá and Tauari)

Manager : Franck CRETI

Adm. Manager : Francisco MACEDO / Industry Dir. : Philippe GONDRE

Dist. Industrial de Icoaraci, Setor B, Q/3 Lote 7 a 11 - Icoaraci

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Phone : + 55 91227-2598/2628/2182/2743 ; fax : + 55 91227-2296 ; e-mail :

eldorado@saint-gobain.com

EMAPA - EXPORTADORA DE MADEIRAS DO PARÁ LTDA (Virola, Munguba, Andiroba, Quaruba, Pau Mulato...)

Manager-President : José Augusto CORREIA MOREIRA

Rua Ô de Almeida, 409 Ed. Rotary - Conj. 901 / Centro CEP : 66017-050 Belém-PA.

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EXMAM - EXPORTADORA DE MADEIRAS AMAZÔNICA LTDA (Jatobá, Tauari, Curupixá, Ipê, Tatajuba, Angelim...)

Gerente Administrativo/Financeiro: Lucivaldo Sozinho

Rod. BR 316, Km 15 s/n - Parque Verde - Caixa Postal 36

CEP : 67200-200 Marituba - PA

Phone : + 55 91256-3026/2681/3373 ; fax : + 55 91256-2155

E-mail : exmam@nautilus.com.br ou states@amazon.com.br

FRANZÓI FERRAMENTAS IND. COM. LTDA (Circular and band-saws, equipment and machinery for the wood industry...)

Manager : Luiz Carlos DE CARVALHO

Rua do Utinga, 301 - CEP : 66610-030 - Belém - PA

Phone : + 55 91276-3474 ; fax : + 55 91276-5322 ; e-mail : franzer@amazonline.com.br

FLORAPLAC INDUSTRIAL LTDA (industrial lumber, plywood and lamination stock)

Managers : Adriano D'AGNOLUZZO and Vitório SUFREDINE NETO

Estrada Colônia do Uraim, S/N - Km 01 - Setor Industrial - Cx.Postal 02

CEP : 68625-970 - Paragominas - PA

Phone/fax : + 55 913729 - 3048 / 3084 / 3214 ; e-mail : florapa@nortnet.com.br

G.D. CARAJÁS IND. COM. E EXP. DE MADEIRAS LTDA (Mogno, Jatobá, Freijó, Louro Faia, Sucupira...)

Gerente Administrativo: Santos Penha Grieco

Distrito Industrial de Icoaraci, Setor B, Q/5 - Icoaraci

Caixa Postal 7022 CEP : 66800-000 Belém - PA.
Phone : + 55 91211-7000/ ; fax : + 55 91211-7004 ; e-mail : dragani@uol.com.br

IND. COMÉRCIO DE MADEIRAS DUNORTE LTDA (Industrial lumber).

President Manager: José Matogrosso SOUZA COSTA
Finance Manager : Josmar Gilson MATOGROSSO
BR 010 Km 1652 - CEP : 68.625-970 - Paragominas - Pa
Phone : + 55 91 3738-1288//1300/1266/1190 ; fax : + 55 91 3738-1152
E-mail : dunorteindustria@uol.com.br

JURUÁ FLORESTAL LTDA (Pau Amarelo, Tauari, Jatobá, Angelim, Massaranduba...)

Managers: Idacir PERACCHI/Ana Valéria JAIME PERACCHI
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Phone/Fax : + 55 91250-3222 ; fax : + 55 91250-3080 ; e-mail :
juruamad@amazon.com.br

LAMAPA - LAMINADOS DE MADEIRAS DO PARÁ S/A (Mogno, Cedro, Freijó, Angelim, Jatobá, Curupixá, Goiabão, Lamination stock)

General Manager : Leandro Raul RYMSZA
Adm. Manager : Celso GARCIA
Distrito Industrial de Ananindeua, Setor I, Q/3 Lote 7
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Phone : + 55 91250-3017/3019 ; fax : + 55 91250-3070 ; e-mail :
lamapa@interconect.com.br

MADEIRAS FILTER LTDA (Lamination stock, plywood, agglomerated and industrial lumber)

Manager : Ricardo Eloy SANGALLI
Estrada do Outeiro, Lote 12 Setor A - s/n - Icoaraci
CEP : 66815-590 - Belém - PA
Phone : + 55 91 227-1270 ; fax : + 55 91 227-1269 ; e-mail : filter@terra.com.br

MADEIRAS MAINARDI LTDA (Jatobá, Ipê, Andiroba, Quaruba, Muiracatiara and lamination stock)

Manager : Vilson FERNANDES MAINARDI
Export Manager : Armando VASCONCELOS BORGES
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Phone : + 55 91 4005-9400 ; fax : + 55 91 4005-9401 ; e-mail : global@amazonline.com.br

MADEIREIRA RANCHO DA CABOCLA LTDA (Amarelão, Andiroba, Angelim Pedra, Angelim Vermelho, Cedro, Cedrorana, Cumaru, Freijó, Jatobá, Faveira, Ipê and Maçaranduba).

Manager : Moacir CIESCA
Estrada da Embratel, S/N - Bairro do Saubal CEP : 68025-000 Santarém - PA
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MADENORTE S/A - LAMINADOS E PLYWOOD (Jatobá, Freijó. Tatajuba, Cumarú, Tauari and plywood)

Manager-President : José SEVERINO FILHO
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E-mail : geral@madenorte.com.br ou manageria@madenorte.com.br

MADESA-MADEIRAS SANTARÉM LTDA. (Jatobá, Ipê, Pau Amarelo, Freijó, Pau Roxo, Muiraquatiara...)

Manager : Luiz Fernando UNGEHEUER

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MADESCAN EXPORT LTDA. (Industrial lumber, Jatobá, Cumarú, Piqui, Angelim)

President-Manager : Paulo SCANDIAN

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MG - MADEIREIRA ARAGUAIA, IND. COM. E AGROPECUÁRIA S/A (Tauari, Jatobá, Tatajuba...)

Manager-President : Danilo REMOR

Export Manager : Adriano REMOR

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Phone : + 55 914005-8600 ; fax : + 55 91 4005-8630

E-mail : mg@interconnect.com.br ou adremor@datanetbbs.com.br

NORDISK TIMBER LTDA (Mogno, Virola, Tauari, Tatajuba, Curupixá, Quarubarana, Quaruba...)

General Manager : Flemming SCHJAERFF

Rod. Augusto Montenegro, Km 11 - Icoaraci Cx. Postal 1541 CEP : 66820-000 - Belém - PA.

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E-mail : dlh@nordisk.com.br ou fls.dlh@nordisk.com.br

NUGESA EXPORTADORA E IMPORTADORA LTDA (Mogno, Virola, Jatobá, Tatajuba, Tauari, Curupixá, Ipê, Angelim Vermelho and Pedra, Goiabão...)

Manager-President : Ramon Francisco Saria Labra

Manager : Jorge Villanueva

Passagem Arari S/N - Estrada do 40 Horas CEP : 67000-000 Ananindeua-PA.

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nugesa@amazon.com.br

PAMPA EXPORTAÇÃO LTDA (Ipê, Tauari, Curupixá, Cumarú...)

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pampa@supridad.com.br

PARAMADEL - PARAGOMINAS MADEIRAS LTDA (Goiabão, Tauari, Curupixá, Massaranduba, Ipê, Jatobá...)

Managers: Walter LEAL SILVA/Ricardo RABELLO LEAL

Estrada Colônia do Uraim, s/n

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PORTO DE MOZ LTDA (Quaruba, Quarubarana, Angelim, Ipê...)

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RIO CONCREM LTDA (Plywood)

Adm. Manager : Silvano D'AGNOLUZZO
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Manager : José Ricardo VIANA
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E-mail : dejair@amazon.com.br ou rlccbvs@amazon.com.br

SAMAL SADIEMLA MADEIRAS LTDA (Angelim Pedra, Angelim Vermelho, Cumarú, Guariuba, Maçaranduba, Muiracatiara and other)

Manager : Jorge Luiz O. DE ALMEIDA
Plant : Estrada Maracacuera Km 05 - Rua da Samal, S/N Lote 01 - CEP : 66815-140
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SÃO DOMINGOS COMÉRCIO E NAVEGAÇÃO LTDA.

Manager : Nelson Vidal MARTINS
Fin. Manager : César GOMES
Margem esquerda do Rio de Breves - Porto Casa Branca - Zona Rural S/N
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entelnave@bol.com.br

SELECTAS S.A INDÚSTRIA E COMERCIO DE MADEIRA (Mogno, Curupixá, Freijó, Louro Faia and Vermelho, Goiabão and Cedro)

President : Ricardo Mueller
BR 116, Km 106, 18.414 - Pinheirinho
Caixa Postal 1126 CEP : 81690-300 Curitiba - PR
Phone : (41) 346-2288 ; fax.: (41) 246-7923 ; e-mail : sincleia@selectas.com.br
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SEMASA - SERRARIA MARAJOARA LTDA (Mogno, Cedro, Ipê, Pau Amarelo, Curupixá, Tauari...)

Manager-President : Honorato Babinski
Managers : Jovelino Provim /João Carlos Malinski
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TIGRE TIMBER COM. INDÚSTRIA LTDA (Industrial lumber)

Manager : Anísio TEÓFILO
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TRADELINK MADEIRAS LTDA (Cedro, Curupixá, Tauari, Angelim Pedra, Angelim Vermelho, Jatobá, Cumarú...)
General Manager : Pedro DUARTE
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Phone : + 55 914005-7500 ; fax : + 55 914005-7525
E-mail : pduarte@tradelink-group.com ou brazil@tradelink-group.com

TRAMONTINA BELÉM S/A - MADEIRAS (Furniture, domestic supplies...)
MD : Luiz ONGARATTO
Adm. Manager : Antonio Pagliari
Distrito Industrial de Icoaraci, Setor C, Q/2 Lote 3 a 8 - Icoaraci
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Phone : + 55 91211-7700 ; fax : + 55 91211-7701

VERA CRUZ EXPORTADORA, INDÚSTRIA E COMERCIO S/A (Ipê, Cumarú, Jatobá, Sucupira, Maçaranduba, Tatajuba, Tauari, Marupá, Amapá and other).
Ind. Manager : Carlos Manoel PEDROSO A. PEREIRA.
Finance Manager : José Manoel DA CUNHA PIMENTEL
Office : Av. President Vargas, 351 Ed. Palácio do Rádio - sala 1302 - Centro.
CEP : 66010-000 Belém - PA
Phone : + 55 91 222-7744/7667 ; fax : + 55 91 242-6796 ; e-mail : veracruz@amazon.com.br

VERSAILLES EXPORTAÇÃO LTDA (Tauari, Corupixá, Jatobá, Ipê, Cumarú, Tatajuba, Muiracatiara, Andiroba)
Manager-President : José Welligton PEREIRA GOMES
Ind. Manager : Marcello LOPES DA COSTA
Rod. Arthur Bernardes, Km 14 - 9779A - Icoaraci
CEP : 66825-000 Belém - PA
Phone : + 55 91 258-1516/1884 ; fax : + 55 91 258-1768 ; e-mail : versexp@aol.com

VILLASA EXPORTADORA E IMPORTADORA LTDA (Jatobá, Goiabão, Tatajuba and other)
Manager : Jorge Alejandro VILLANUEVA
Estrada do 40 horas - Pass. Ariri, s/n - Coqueiro.
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ANNEX II
PRODUCT AND PRICE LISTS

ANNEX II:

PRODUCTS & PRICE LISTS

BOA VISTA	72
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- *For meat, fish, fruits and vegetables : prices in BRL/kg unless otherwise stated.*
- *For further processed food products, the units indicated permit to identify common packaging sizes.*
- *1 USD = between 2.70 and 2.82 BRL in July 2003.*
- *Origin : Brazil (region and other States), unless otherwise stated.*
- *P : promotional price.*

BOA VISTA

FOOD

FRUITS AND VEGETABLES

	Supermarket BUTEKAO	Supermarket FREIRE	Supermarket BINGO	Producer's market
VEGETABLES : usually loose products				
Banana plantain				4 / bunch 5-6 lbs
Bora *	0.45 for 10 units			
Cabbage (green)	2.25	2.30	2.99	2.00 (Sao Paulo)
Cabbage (red)	2.90	2.90		
Carrots	2.50	2.50		
Cassava	0.75			0.70
Cauliflower		9.90		
Cucumber	1.05	1.50		1.00 for 4 units
Egg plant	2.00	1.60	2.55	1.50
Green hot pepper	7.40			
Green pepper	2.65			2.00
Lettuce		0.70/unit hydroponic		
Ochro	5.95		0.45/bundle of 5	0.20/liter
Onion	2.90 (red)			1.00 (Manaus)
Onion (white)	2.60			
Pepper		9.50		
Pumpkin	green 2.15 orange 2.25	0.95		3.00/unit (small)
Shallots (chives)		0.50 / bundle 3-4 units + parsley	0.45 / 3-4 units + parsley	1.00 / big bundle
Sweet corn				1.00 for 4 units 15-25/30kg
Sweet pepper		2.40-3.50	6.90	2.00
Sweet potato	2.60		2.80	2.50
Tomatoes	3.10 (Sao Paulo)	2.50	2.99 (Sao Paulo)	1.00 (local)
Yellow hot pepper	23.70			
FRUITS : usually loose products				
Banana	1.85	1.70	1.82	2 to 4 / small bunch
Lime			2.05	
Mango	2.25			
Melon (orange)	4.35			
Melon (Pel de sapo)	3.45			
Orange		2.50 (Sao Paulo)	2.44	5.00 / 20 units
Papaws	2.70 - large 3.60 - small	1.20		1.50
Passion fruit	3.15	2.30	2.90	2.00 / 12 units
Pineapple	2.60 (medium)	2.60 (medium)		2.00 / 5 small 1.00/u. medium 2.00 / 3 u. medium
Tangerine		3.50		
Watermelon	1.50	1.30 (Rondonia)	1.30	
Melon (yellow skin, green flesh)	4.25			
Yams	1.35			
Ginger roots	3.75			
Dry coconut				0.50/unit

* green « meter »beans

**WHOLESALE PRICES
FOR FRUITS & VEGETABLES
SOURCE : LARANJA PAULISTA**

	Cash payment	Credit payment	Quantity	Unit
VEGETABLES				
Avocado	33.00	35.00	20	kg
Beetroot	38.00	40.00	19	kg
Broccoli	8.00	8.20	?	?
Cabbage (green)	30.00	32.00	18	kg
Cabbage (red)	38.00	40.00	16	kg
Carrot AA	28.00	30.00	19	kg
Carrot AAA	30.00	32.00	19	kg
Cauliflower	35.00	38.00	7	kg
Cucumber	18.00	20.00	20	kg
Garlic (packed)	65.00	67.00	10	kg
Garlic (red n°6)	60.00	62.00	10	kg
Garlic (white n°6)	52.00	55.00	10	kg
Ginger	3.50	3.70	1	kg
Onion (Argentina, medium)	26.00	28.00	18	kg
Onion (Argentina, small)	24.00	26.00	18	kg
Onion (selected)	28.00	30.00	18	kg
Potato (brushed)	75.00	80.00	48	kg
Potato (washed)	85.00	90.00	48	kg
Sweet pepper (green, big)	22.00	24.00	10	kg
Sweet pepper (green, small)	18.00	20.00	10	kg
Tomato (medium A)	28.00	30.00	19	kg
Tomato Paulista AA	30.00	32.00	19	kg
FRUITS				
Apple (Argentina)	75.00	80.00	20	kg
Apple 120/135	60.00	62.00	18	kg
Apple 150/165	48.00	50.00	18	kg
Apple 180/198	40.00	42.00	18	kg
Grapes Italia	25.00	27.00	6	kg
Grapes Red Globe	45.00	48.00	6	kg
Grapes Ribier	50.00	52.00	8	kg
Grapes Thompson	30.00	32.00	8	kg
Kiwi	50.00	52.00	8	kg
Lemon Taiti (regional)	25.00	27.00	20	kg
Lime Paulista	26.00	28.00	22	kg
Mango Paulista	75.00	80.00	20	kg
Melon (yellow)	33.00	35.00	13	kg
Orange (regional)	35.00	37.00	200	units
Orange Pera (bag)	40.00	42.00	200	units
Orange Pera (case)	40.00	42.00	24	kg
Papaya Hawaii	16.00	18.00	8	kg
Passion fruit	30.00	32.00	20	kg
Peanuts	100.00	102.00	25	kg
Pineapple	15.00	16.00	?	?
Plum (black)	60.00	62.00	8	kg
Prune	80.00	82.00	10	kg
EGGS	45.00	47.00	30	dozen
	42.00	44.00	30	dozen

STAPLE AND DRY FOOD - SUGAR

	Supermarket BUTEKAO	Supermarket FREIRE	Supermarket BINGO	Producer's market
DRY BEANS : in supermarket, usually sold in 1 kg plastic bags ; at the market, loose				
White	4.25 to 4.40	4.40	3.48	
Black	2.75 to 2.95	2.90 to 3.25	3.66	
Beige				
- manteiguinha	3.95	3.10		2.50/liter (black eye)
- Jalo	4.05	3.50	1.50to 4.50	
- Carioca	P : 1.99	2.50	3.53	
Split peas		3.70	4.28/500g	
RICE				
White, long grain, wholly milled	11.00 to 11.60/5kg 2.35	8.25/5kg 1.65		
White, long grain	7.95/5kg 1.45 to 1.59		9.05/5kg 1.81	
Whole	1.90			
White parboiled Uncle Ben's (Brazil)	3.50 4.70/kg in 8 unit bags	3.40		
White broken				0.5 to 0.7 /liter
CASSAVA : sold in supermarket in plastic bags of 500g or 1kg ; loose at the market				
Starch	1.60 to 2.00/500g	1.75/500g	1.85/500g 0.99	
Farine	1.35 to 2.40	d'agua yellow : 2.40 d'agua coarse : 1.25 White : 1.70	1.49 to 2.20	1.00 to 1.50/liter
Tapioca	fine : 1.30/200g fine : 1.90/500g coarse : 2.85/200g coarse : 4.65/500g			
SUGAR				
Crystal white	Promotion 0.99	1.40	1.49 7.45/5kg	
Fine white	2.75	2.25		

MEAT, FISH & EGGS

	Supermarket BUTEKAO	Supermarket FREIRE	Supermarket BINGO	Producer's market
FRESH CHICKEN				
Whole	9.99/unit			7/unit
Free range whole	7.75			
Heart	9.85			
Fowl	9.95/unit			
FROZEN CHICKEN				
Whole	2.39 (Roraima) 3.20 (Goias) 3.35 (Roraima)	4.80 (brand : Perdigao) 2.95 (Mato Grosso)	3.26	
Breast with skin	8.95	6.80	8.69	
Fillet breast	10.10 to 10.85	8.80	10.92	
Legs	9.00	4.20	5.60	
Drumsticks	5.75 to 6.50		5.60	
Heart	9.10 to 9.85	7.70	10.15	
Gizzard		3.80		
Giblet	4.25		3.81	
Boneless legs		6.00		
Wings	5.80 to 6.50			
FRESH BEEF				
Filé mignon	11.80			
Steak	9.20	6.70		6.00
Steak (boneless)			9.20	8.50
Fillet		12.60		10.00
Boneless meat		7.80-9.20		
Ribs		4.35		4.00
Neck		1.60		
Shoulder		5.20		5.00
Mince meat		4.55	5.40	4.50
Back leg			5.65	
Tail			5.65	
Near the neck			4.36	4.50
Heart	3.75			
FRESH PORK				
Ribs		6.40		
Back meat		9.90		
FRESH SEAFOOD				
Shrimps salted/cooked	20.00		29.30	
Jaraqui (river)	2.70			
Curimato (river)	3.90			
Mapara (river)	3.75			
Matrincha (river)	5.10			
Tambaqui (river)	5.75			
Pacu (river)	4.75			
FROZEN SEAFOOD				
Fish fillet (sea)	28.55			
Fish fillet (river)	13.55			
Fish slices (river)	7.35			
Shrimps w/o head	77.50 (large)			
Shrimps w/o head	40.10 (medium)			
Shrimps w/o head	35.75 (small)			
Crab meat	24.05			
Squid	37.40			
Dourado (river)	7.20			
EGGS				4.50/tray of 30

PROCESSED FOOD

	Supermarket BUTEKAO	Supermarket FREIRE	Supermarket BINGO	Packaging types
Pastas	1.99 to 2.90/500g 2.60 to 3.85/kg	1.90 to 2.50/500g	2.15 to 2.29/500g 3.42 to 4.69/500g	cellophane sheet
Palm hearts - whole - pieces	4.10/300g 42.50/1800g 7.00/500g 42.40/1800g	7.30/530g 3.90/540g	5.70/280g	glass container
Pepper	ground glass : 3.60/45g plastic : 2.10/35g cello 1.20 -1.25/50g cello : 2.50/100g		ground & whole cello : 1.47/100g cello : 2.95/200g	cellophane bag, plastic or glass containers
Hot pepper sauce	1.20 to 2.30/150 ml	1.20 to 1.50/150ml	1.24 to 2.14/130ml 1.49/150ml	glass container
Jam	6.60/380g	1.99 to 2.90/230g	2.15 to 6.99/380g 1.70/180g	glass container
Fruit cheese - banana - guava - pumpkin - coconut	cello : 2.85/450g plastic : 5.15/600g cello : 4.05/kg cello 2.25/500g ncan : 3.85/680g	cello : 2.70/450g can : 3.90/700g can : 2.95/700g plastic : 2.90/600g can : 3.30/700g can : 3.40/600	cello : 3.17/450g cello : 4.96/kg can : 4.31/700g	round plastic container, round can or cellophane sheet
Coconut - milk - grated - creamy jam type	1.45 to 1.85/200ml 4.15 to 4.25/500ml 1.00 to 1.20/50g	1.80/200ml 3.30/500ml	3.94 to 4.42/500ml 1.91 to 1.83/200ml 1.25/50g 2 to 2.31/100g glass : 3.13/410g plastic : 3.15/500g	glass container bags glass or plastic container
Peanuts raw, without shell	4.05 to 4.85/500g			cellophane bag
Corn flakes *	3.30/300g			
Pineapple slices	4.15 to 6.15/840g			can
Honey	glass : 11.40/700g plastic : 15/1400g	3.20/360g		glass or plastic bottle
Brown sugar		dietetic : 4.40		

* similar in presentation as Guyanese rice flakes

Others :

Black pepper (Producer's market), ground or whole : 1.00/100g

SPECIALISED RETAIL SHOP (SHRIMPS AND FISH) : CASA DO CAMARAO

Shrimps in BRL/kg :

- cooked, salted, without shell, small	16.00
- cooked, salted, with shell, large	30.00
- deep frozen, with shell, small	20.00
- deep frozen, with shell, medium	30.00
- deep frozen, without shell, medium	48.00
- deep frozen, with shell, small, x large	50.00
- deep frozen, without shell, x large	56.00

BUILDING SUPPLIES

1. SPECIALISED RETAIL SHOP : SGUARIO

NAILS

Per kg, plastic bags, with head

3x10 – 18x33	2.75	1x16 – 11x11	5.05
2x9 – 19x21	3.90	1x15 – 13x11	4.20
3x9 – 19x21	3.10	1.25x15 – 13x15	4.90
1x9 – 19x11	3.10	13x18 – 1.5x15	4.05
3.5x9 – 19x39	3.15	6x6 – 0.5x19	11.96
4x6 – 21x45	3.25	8x7 – 5/8x18	7.15
5x6 – 21x54	3.90	10x10 – 7/8x17	7.70
5x5 – 22x54	3.25	13x18 – 1.5x15	4.05 (w/o head)
4.5x5 – 22x48	3.00	2x11 – 17x21	3.40
6x4 – 23x66	4.05	2x13 – 15x21	4.65
4x4 – 23x45	4.05	2x12 – 16x21	3.65
7x1 – 26x78	4.65	16.27 – 2.5x12	3.60
4.25x5 – 22x48	3.00	2x10 – 18x21	3.40
1x9 – 19.11	3.10	17x22 – 2.5x11	3.50
2.5x13 – 15x27	4.65	2.5x11 – 17x27	3.90
8x7 – 5/8x18	7.00	18x22 – 2.5x10	3.10
10x10 – 7/8x17	7.70		

PLYWOOD

Regular (commun)

2.44 x 1.22

30 mm	109.02
25 mm	93.84
20 mm	59.34
15 mm	35.88
12 mm	33.00
9 mm	31.51
6 mm	29.90
4mm	22.50

9 mm	34.95
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2.20 x 1.60

20 mm	84.50
18 mm	75.90
12 mm	49.70
10 mm	41.40
6 mm	35.50
4 mm	32.20

2.44 x 0.94

12 mm	31.74
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2.44 x 1.22

20 mm	59.34
18 mm	51.05
15 mm	46.25
12 mm	33.00

2.20 x 1.50

20 mm	73.20
15 mm	53.10

With resin treatment (Compensado resinado)

2.44 x 1.22

9 mm	37.03
18 mm	57.96
20 mm	64.85

2.20 x 1.50

9 mm	43.75
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Sarrafiado 2.44 x 1.22

15 mm	41.40
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Naval

2.44 x 1.22

18 mm	58.20
15 mm	56.60
6 mm	31.00

2.20 x 1.50

9 mm	38.70
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PVC PRODUCTS (BRL/unit)**Elbows** (joelho hidraulico)

90 20 mm	0.30
90 25 mm	0.50
90 32 mm	0.85
90 40 mm	2.90
90 50 mm	2.90
90 60 mm	11.50

Piece to join two pipes (luva hidraulica)

20 mm	0.40
25 mm	0.45
32 mm	1.00
40 mm	2.15
50 mm	2.35
60 mm	6.65

Tubes (tubo PVC hidraulico), per 6 meters

20 mm	5.90
25 mm	6.99
32mm	17.50
40 mm	27.00
50 mm	31.60

Elbow (curva hidraulica)

90 20 mm	1.10
90 25 mm	1.50
90 32 mm	2.90
90 40 mm	5.00
90 50 mm	5.45
90 60 mm	13.80

Tee (te hidraulico)

90 20 mm	0.55
90 25 mm	0.65
90 32 mm	2.10
90 40 mm	4.40
90 50 mm	3.95
90 60 mm	14.15

Cap (capa hidraulica)

20 mm	0.65
25 mm	0.70
32 mm	0.95
40 mm	2.00
50 mm	3.20
60 mm	4.50

BARBED WIRE : 96.00/500m**2. SPECIALISED RETAIL SHOP : VIMEZER****NAILS**

Per kg, plastic bags, with head	
2.1/2x9 – 19x27	4.00
2.1/2x11 – 17x27	3.70
2x12 – 16x21	4.00

PLYWOOD regular

2.44 x 1.22 : 15mm	49.00
2.20 x 1.22 : 9 mm	40.00

PVC PRODUCTS (BRL/unit)

Elbow (Joelho hidraulico)

90 20 mm	0.20
90 20x1/5" SR	0.66
90 25 mm	0.40
90 25x1/5" SR	0.80
90 25x20	1.00
90 32 mm	1.00

25 mm	0.60
25x20	1.10
32 mm	1.50

Piece to join two pipes (luva hidraulica)

20 mm	0.30
25 mm	0.30
32 mm	0.57

Tube (tubo PVC hidraulico), per 6 meters

20 mm	5.00
25 mm	7.50
32mm	16.50
40 mm	21.00

Gutter (curva hidraulica)

3mx125 mm	35.00
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Tee (tee hidraulico)

20 mm	0.40
20x1/5" SR	0.80

Cap (capa hidraulica)

20 mm	0.43
25 mm	0.45
32 mm	0.60
40 mm	1.50

BARBED WIRE 1.60 mm : 99.00/500m**ALUZINC SHEETS**

40 cm	4.90/m
60 cm	6.10/m
70 cm	7.90/m

WOOD SUPPLIES : DOORS

Plain wood 0.70x2.10m	65/unit
Plain wood 0.80x2.10m	65/unit
Plywood 0.70x2.10m	37/unit

PAINTS

Water low quality 18 liters	45/unit
Water low quality 3.6 l	11/unit
Water high quality 18 l	71/unit
Water high quality 3.6 l	16.50/unit
Oil bright	7.70/liter
Oil bright 3.6 l	25.20/unit
Oil + aluminum (outside paint)	9.35/liter
Oil + aluminum 3.6 l	32.45/unit

3. SPECIALISED RETAIL SHOP : ART MOVEIS**WOOD SUPPLIES : DOORS & WINDOWS**

Wood used : a variety of Cedar (Cedro doce)

- Plain wood door :	100/unit
- Plain wood window :	70/unit
- Plain wood door frame :	30/unit
- Plain wood window frame :	15/unit

FURNITURE

SPECIALISED RETAIL SHOP : ART MOVEIS

Wood used : a variety of Cedar (Cedro doce)

- Bed 1 person : from 79 to 780 BRL
- Double bed : from 119 to 1800 BRL

MANAUS

FOOD

FRUITS AND VEGETABLES

	Hypermarket CARREFOUR Centro	Supermarket DB	Central market : Feira do Manaus Moderna*
VEGETABLES : loose products			
Avocado	2.39	1.59 to 1.99	
Cabbage (green)	1.99 P leafs : 0.65/bundle	1.88	2.50 (Sao Paulo)
Carrots	2.25		2.00 (Sao Paulo)
Cassava	0.75	1.14	0.70 (Manaus)
Cauliflower	8.99		
Coriander (cheio verde)	0.89		
Cucumber	1.30 2.59 (Japanese)	2.58	0.80
Eddoes	1.49	3.41	
Egg plant	1.89		
Hot pepper	5.35		
Lettuce	P : 0.98 (crespa)/unit 0.85 (roxa)/unit	P : 11.98/kg	1.50/unit (Manaus)
Maxixe (local)	4.80		
Ochro		2.99	1.50
Onion			2.00 (region)
Parsley	0.89/bundle		
Potato	P : 2.39		2.00 (Sao Paulo) - 1.50 60/50kg (Minas Gerais)
Pumpkin	Paulista 1.89 2.98	1.06, 2.24, 2.66	1.50/unit (small)
Quiabo	2.75		
Shallots (chives)	P : 0.89/bundle	0.29/bundle	1.00/bunch of 20
Spinach	1.25/bunch		
Sweet pepper	P : 4.38	P : 4.99	5.00 (region)
Sweet potato	3.39	3.27	2.00 (Manaus)
Tomato	2.49	2.29	2.00 (Sao Paulo and region))
Tomato (cherry)	5.99		
FRUITS			
Banana	1.75		4 to 8/bunch (medium)
Banana plantain			5/bunch (medium)
Coconut (dry)	2.98	1.98	0.50 to 0.80/unit
Coconut (green)	0.89		
Ginger roots		4.47	
Lemon	1.49	3.65	
Lime	1.49	1.75	1.00 1.50 (Sao Paulo)
Mango	6.49 (Tommy)	5.90 (Tommy)	
Melon (yellow skin, green flesh)	4.49 (Rio Grande do Norte)		
Orange	1.69 (Sao Paulo)	P : 1.89 (Pêra)	10/100 units 5/50units 3/30 units (regional)
Papaws	1.59		1.00
Passion fruit	5.99		
Pineapple	2.29	2.13	1.50 to 2.00/unit

		P : 1.98/unit	
Tangerine	3.49 (Donkan)	P : 2.69	5/100 units
Watermelon	1.29		American : 7.00/unit (Goiás) Charlestown Grey (5.50 to 6.00/unit (estimates : 8 kg)
Yams		1.79	

* retail + wholesale market

STAPLE AND DRY FOOD - SUGAR

	Hypermarket CARREFOUR Centro	Supermarket DB	Feira do Manaus Moderna
DRY BEANS : in supermarket, usually sold in 1 kg plastic bags ; at the market, loose			
White	2.49 to 2.83/500g		
Black	P : 2.39		2.50
Beige - Jalo - Carioca - de Praia	3.08 (P) to 3.79 2.05 (P) to 3.19	P : 1.99 P : 2.69	1.79 to 2.80 (different types)
Split peas	3.05/500g		
RICE			
White, long grain, wholly milled	1.75 to 2.17 P : 1.65 and 1.72	2.25	
White, long grain	1.35 to 1.58	1.59 to 1.93 P : 1.59 (type 1)	1.75 to 1.80
White parboiled	1.75 Uncle Ben's (Brazil) : 1.69/kg 7.95/5kg		
White broken			
CASSAVA : sold in supermarket in plastic bags of 500g or 1kg ; loose at the market			
Starch	2.00	1.28 to 1.80	
Farine	1.58 to 1.76 (water, yellow) P : 1.58 (Uarini, regional) 1.14 (P) to 1.29 (white)	P : 1.12 (d'agua) P : 1.59 (Uarini, regional) P : 1.09	1.50 to 2.00
Tapioca			2.00
SUGAR			
Crystal white	P : 1.09	1.22 to 1.32 P : 0.95	
Fine white	1.19 to 2.07 P : 1.05	2.18	

MEAT, FISH & EGGS

	Hypermaket CARREFOUR Centro	Supermarket DB	Feira do Manaus Moderna
DIVERSE			
Whole frozen duck	10.50		
Frozen chicken chicks	10.80		
Fresh chicken legs	P : 3.49		
FROZEN CHICKEN			
Whole	2.59 to 2.89		
Breast with skin and bone		P : 2.99	
Fillet breast	7.79 to 8.29		
Legs	loose, not branded : 3.49 Sadia : 6.99	2.29	
Heart	7.35		
Upper leg		4.60	
Heart		9.09	
Gizzard	3.99 to 4.39		
Wings tip		6.89	
Wings	7.19	6.07	
FRESH BEEF			
Back leg w. bone	8.99		
Back leg meat	8.29 to 8.59	P : 6.98 (cha de fora)	
Boneless meat	3.84 to 5.49 (fat meat)	P (fraldinha): 5.89 P (maminha) : 7.29	Cha de dentro : 6.00 (Rondonia)
Contre filé	12.90 picanha : 11.90	8.58	
Filé mignon		16.80	
Fillet		P (de capa) : 5.19	
Heart	3.69		
Liver		4.89	
Lung		1.74	
Mince	3.99		
Meat pieces	5.99		
Ribs		P : 3.79	3.50 (Rondonia)
Shoulder w. bone	3.99		
Steak (rump)		3.98	5.50 (Rondonia)
Steak (sirloin)	14.05 (picanha)		5.00 (Rondonia)
Steak (boneless)	back leg 8.99 P maminha : 6.98 P bife de alcatra : 9.89 P bife de patinho : 8.59		
Tongue	3.99		
Tripe	4.99		
FRESH/FROZEN PORK			
Ribs	Spare ribs 7.30	Spare ribs P : 5.99 (frozen) Chops P : 6.98	
Back meat		5.98	
FRESH SEAFOOD			
Shrimps salted/cooked	Broken : 18.90 (sea ?)	w/o head, small 19.84	peeled sea : 14.00 whole sea : 15.00 (Maranhao) peeled river : 8 (Belem) small river : 4.50 whole river : 5 to 7 (Belem)
Jaraqui (river)		1.99	
Matrincha (river)	6.99		
Tambaqui (river)	5.99	3.99	
Tucumará (river)	3.98	4.58	
Dourado (catfish)	6.49		
Pescada (river)		5.98	

Fish farine			2.00
EGGS	3.05/12 units P : 5.65 for 30 units	white 6.99/30 units white 3.57/12 units brown : 2.89 to 3.62/12 units free range : 3.48/10 units	5.00/36 units

PROCESSED FOOD

	Hypermarket CARREFOUR	Supermarket DB	Packaging types
Pastas	P : 1.48 1.69 to 3.05/500g	1.59 to 2.91	Cello sheet
Palm hearts - whole - whole Pupunha (region) - pieces	4.99 to 8.08/300g can : 7.40/500g can : 14.90/500g 4.39/300g	4.53 to 5.38/300g 3.91/300g 16.51/1200g	glass containers (more rarely, cans)
Pepper	Ground cello 1.52 - 1.25/50g plastic 3.35/80g whole cello 1.80/50	1.76/50g (ground and whole)	Cello bags, plastic or glass containers
Hot pepper sauce	1.75 to 1.87/150ml 1.35/130ml	0.87 to 1.25/130ml 1.22 to 1.45/150ml P : 1.39/150ml	glass container
Jam	8.10/140g	3.74 to 4.99/270g	glass container
Fruit cheese - banana - guava - pumpkin - coconut - sweet potato - pear Loose	1.97/500g 1.25/350g 2.75/kg 2.90/550g 6.99-7.99-8.99 (different flavours/varieties)	plastic : 1.21/400g tin : 2.50/600g 3.88/700g 3.26/700g 3.26/700g P : 4.19 (loose)	round plastic container, round can or cellophane sheet
Coconut - milk - grated - water	0.99 to 2.09/200ml 1.57/300ml 1.89 to 3.12/100g	glass : 1.79 to 2.33/200ml 3.87 to 6.64/500ml T. p. : 2.42/200ml 2.16/200ml (light) fine : 1.12 - 2.96/100g coarse : 2.56 to 3.42/100g 1.54/330ml 9.24/6 units of 330ml 0.90 to 1.03/200ml + tangerine juice : 0.84/200ml	Glass / Tetra pack bags glass or plastic container
Vinegar (of alcohol w/o color & flavor))	P : 0.75/500ml 1.05/750 ml 1.20/750 ml (with lemon)	0.84/500ml 0.95 to 1.19/750ml	Plastic bottle
Cookies		P : 2.59/500g P : 0.69/150g P : 0.97/200g	
Honey	8.87/220g	plastic : 7.97/200g plastic : 12.32/470g plastic : 6.64/340g plastic : 15.29/700g glass : 11.83/700ml	Glass or plastic bottles

Others :**CARREFOUR (promotions) :**

- crackers : 1.59 and 1.79/420g
- salted biscuits : 1.35/240g
- filled cookies : 1.15 to 1.25/200g
- first price cookies : 1.85/500g (regional)

Water

- CARREFOUR : 1.09/2 liters ; 2.13/1.5 liter ; 0.40/350 ml
- DB : 0.59/600ml ; 1.01/1.5l

**WHOLESALE PRICES FOR FROZEN, CHILLED
& DRY FOOD PRODUCTS**
SOURCE : FRILLERS DA AMAZONIA FRIGORIFICOS LTDA

	price BRL/kg	Remarks
FROZEN/FRESH BEEF		
Alcatra c/maminha	6.99	Meat w/o bone
Steak of top side	6.80	Bife do coxao mole, w/o bone
Steak w/o bone under vacuum	4.85 to 5.58 according to supplier	Bife do vazio
Steak	5.70 w/o bone 4.70	
Omentum	1.96	
Capa de contra file	4.43	
(Sun) dried meat	"carne do sol" : 6.49 to 7.90 "charque": 5.15 to 5.60	Price depends on cuts
Minced meat	1.99 to 2.70	
Silver side	4.45 to 4.60	Coxao duro
Contra file	Type A : 6.59 Lean : 5.29	
Heart (frozen)	2.92	
Ribs	3.25 to 3.40	
Top side	5.86	Coxao mole
Cupim	4.29 to 5.26	
Liver	3.55	
File mignon	8.82 to 16.40	
Fat	1.60	
Tong	3.08	
Tripes	4.08 to 4.60	
Guts	1.99	
Lung	1.06	
Osso buco	2.90	
Thick flank	5.38 to 5.60	patinho
Eye of round	6.25	lagarto
Fraldao	4.93	
Fraldinha	3.55 to 3.70	
Guisado	4.50	
Lombinho	3.75 to 3.92	
Maminha (frozen or fresh)	6.50 to 7.42	
Miolo de alcatra	6.60 to 7.70	
Mocoto	1.55 to 1.75	
Muscle (fresh)	3.99	
Paleta	4.19	
Patinho	5.38 to 5.60	
Sirloin steak (fresh or frozen)	8.50 to 15.14	According to quality ; picanha
Ponta de peito	3.99	
Trazeiro	4.25 to 5.10	

FROZEN CHICKEN		
Wing	6.99	Brand : Sadia
Heart	5.13 to 6.30	Brands : Sadia, Anhambi
Wing (part)	3.85 to 4.47	Anhambi
Leg (drumstick)	3.99	Sadia
Leg (whole, in tray)	2.42 to 3.99	Sadia
Leg (loose)	3.69	Sadia
Fillet	6.42 to 6.50	Sadia
Whole	2.15 to 2.48	Sadia, Nicolini, Mister Frango
Gizzard	2.30 to 2.75	Sadia, Aurora, Anhambi
Breast with bone	3.24 to 5.05	Sadia, Aurora
Breast w/o b. with skin	4.40	
Upper leg	3.33 to 3.99	
DRY FOOD PRODUCTS		
Crystal sugar	32.00 / 30 kg	
Rice	46.50 to 50.50/ 30 bags of 1kg 39.90 to 44.90 / 30 bags of 1kg 53.30 / 6 bags of 5kg 53.30 / 30 bags of 1kg	Type 1 Type 2 Parboiled
Farine	22 / 25 bags of kg	
Beans	Black : 75.00 / 30 bags of 1 kg Jalo : 89.70 / 30 bags of 1 kg	
Pastas	21.50 / 20 bags of 500g	

BUILDING SUPPLIES

1. SPECIALISED RETAIL & WHOLESALE STORE : LB (LOJA DA BORRACHA LTDA)

NAILS

Per kg, plastic bags, with head

2.1/2x10 – 18x27	2.87
2.1/2x11 – 17x27	2.87
2x12 – 16x21	3.08

PVC PRODUCTS (BRL/unit)

Elbows (joelho soldavel 90°)	20x1/5" SR	0.91
20 mm	25 mm	0.36
20x1/2 mm	25x20	1.16
25 mm	32 mm	1.03
25x1/2 mm		
25x20mm		
32 mm		
	Piece to join two pipes (luva hidraulica)	
	20 mm	0.22
	25 mm	0.23
	32 mm	0.54
Tubes (tubo PVC soldavel) per 6 meters		
20 mm		5.30
25 mm		6.93
32mm		15.95
40 mm		22.01
	Cap (capa hidraulica)	
	20 mm	0.41
	25 mm	0.47
	32 mm	0.67
	40 mm	1.32
Tee (tee hidraulico)		
20 mm		0.29

2. SPECIALISED RETAIL & WHOLESALE SHOP : F.ALMEIDA & CIA LTDA

NAILS

Per kg, plastic bags, with head	
2x10 – 18x21	3.42
2x11 – 17x21	3.59
2.1/2x10 – 18x27	3.42
2.1/2x11 – 17x27	3.59
2.1/2x12 – 16x27	3.76

PVC PRODUCTS (BRL/unit)

Elbows (joelho soldavel 90°)

20 mm	0.22
20x1/2 mm	0.68
25 mm	0,32

Other types of tubes

250 mm	206.61
200 mm	130.07
150 mm	76.89

Tubes (tubo PVC soldavel)

20 mm	6.30
25 mm	8.54
32mm	19.42
40 mm	26.72

Cap (capa hidraulica)

25 mm	0.50
32 mm	0.71
40 mm	1.41

Tubes for liquid waste

100 mm	31.61
75 mm	26.15
50 mm	20.55

BARBED WIRE : 67.99/250m ; 128.51/500m

PAINT

Water, white	75.52/5 liters
Water, white	223.56/18 liters
Oil white	26.41/3.6 liters
Oil + aluminum (outside paint, black)	37.90/3.6 liters
Oil white	42.89/3.6 liters

BELEM

FOOD

FRUITS AND VEGETABLES

	Supermarket Y.YAMADA	Supermarket LIDER
VEGETABLES : usually loose products		
Avocado	1.35	1.86 / P* : 1.29
Beetroot		1.96 / P : 1.68
Bora **	0.81/bundle	0.95/bundle
Cabbage (green)	1.98	1.75 / P : 1.45
Cassava		0.75
Cauliflower		5.56
Corn		2.34
Cucumber	1.23	1.33 / P : 0.97
Egg plant	small purple 1.92 big pink 2.96	1.98 / P : 1.68
Green pepper		red, yellow, orange 5.40
Ochro	2.43	2.39
Pepper (hot, chili)		Bird pepper 14.81
Poi		0.39 / 3 roots
Pumpkin		1.29 / P : 0.86
Shallots (chives)		0.47/bunch
Sweet pepper		2.28
Sweet potato	0.72	1.86 / P : 1.45
Tomato	1.24	1.79
FRUITS : usually loose products		
Acelora (West Indian Cherry)		4.44
Banana	1.35	Prata 1.35 / P : 1.08 Maça 0.89 / P : 0.64
Carambola		1.74
Dry coconut		2.77
Ginger roots	3.81	2.22
Green coconut		0.54/unit
Guava		red 2.78 white 2.96
Lemon	1.50	
Lime	1.08	1.08 / P : 0.89
Mango		Tommy 3.56 / P : 2.75
Melon ("espanhol" ; "Spanish")		2.40 / P : 1.69
Melon (yellow skin, green flesh)		2.22
Orange	1.23	0.98 Lima 1.99 / P : 1.48
Papaws	0.81	0.45
Passion fruit	2.43	1.98 / P : 1.65
Pineapple	1.35/unit	1.49/unit (3 lbs)
Tangerine	3.48	2.22
Watermelon		0.79 / P : 0.65

* P = promotion

** green « meter »beans

	Supermarket LIDER	Supermarket NAZARE	Supermar ket FORMOSA	CEASA*	5 district markets
VEGETABLES : usually loose products					
Avocado	1.66	1.60	1.44	0.98	1.50 to 2.00
Beetroot	1.96	1.96	1.79	0.80	1.00 to 2.00
Cabbage	2.75	1.96	0.99	1.50	0.80 to 2.00
Cabbage leaves	0.59/bundle	0.63/bundle	0.58/bundle	0.25/bundle	0.20 to 1.00/bundle
Carrot	1.98	1.70	1.24	0.80	0.80 to 2.00
Cassava	0.85	0.70	0.65	0.70	0.60 to 0.70
Chayote/Christophine	1.90	1.70	1.47	0.60	0.60 to 1.50
Common parsley (salsa)	0.64/half bundle	0.62/half bundle	0.58/half bundle	0.50/half bundle	1.00 to 1.50/bundle
Cucumber	1.33	0.79	0.98	0.60	0.50 to 1.00
Egg plant	1.98	1.68	1.96	0.60	1.50 to 2.00
Farine	1.63	1.45	1.30	0.80/liter	0.80 to 1.00/liter
Green bean	0.95/bundle	0.98/bundle	0.95/bundle	0.50/bundle	0.50 to 0.70/bundle
Green pepper	2.76	2.62	2.11	1.30	1.20 to 3.00
Lettuce	1.08/unit	1.33/unit	0.99/unit	0.50/unit	0.50 to 1.00/unit
Okra		3.50	3.26	1.50	1.50 to 3
Onion	0.98	0.63	0.85	0.60	0.80 to 1.50
Potato brushed				0.97	1.00 to 2.00
Potato washed	1.98	1.97	1.89	1.20	1.30 to 1.60
Pumpkin	1.29	0.98	0.81	0.70	0.70 to 1.00
Shallots (chives)	0.68/bundle	0.63/bundle	0.62/bundle	0.80/bundle	1.00 to 2.00 / x2 bundles
Spring onion + coriander (cheio verde)	0.65/bundle	0.77/bundle	0.59/bundle	0.50/bundle	0.50 to 0.70/bundle
Sweet pepper	4.76	4.75	3.98	3.00	1.50 to 1.80
Tomato	1.39	1.57	1.34	0.85	0.80 to 1.00
FRUITS : usually loose products					
Acerola**		3.64	1.72	0.80/liter	1.00 to 1.50
Apple	3.54	3.61	3.16	2.00	2.00 to 2.50
Banana	1.24	1.31	1.29	1.00	1.50 to 2.50
Dry coconut	1.85	2.71	1.89	0.60/unit	0.80 to 1.50/unit
Grape Italia	3.98	4.75	3.98	3.00	3.00 to 5.00
Green coconut	0.51/unit	0.42/unit	0.42/unit	0.80 to 1.00/unit	0.50 to 0.60/unit
Guava	White : 3.59	Yellow : 6.03	White : 2.95	2.00	1.50 to 2.00
Lemon	1.17	1.26	0.65	0.60	0.10 to 0.20/unit
Mango Tommy	3.59		3.56		1.80 to 2.00
Melon (yellow skin, green flesh)	2.40	3.64	2.93		1.50 to 2.50
Orange	1.29	1.11	1.19		0.10 to 0.15/unit
Papaw	0.95	1.05	0.49	0.50	0.50 to 1.00
Passion fruit	2.10	2.52	1.96	1.00	1.00 to 1.20
Pear	5.30	6.88	4.96	4.00	0.80/unit – 5.00
Pineapple	1.49/unit	1.68/unit	1.29/unit	1.20/unit	0.7 to 1.50/unit
Tangerine Pokan		2.26	1.35		0.20/unit
Watermelon	0.89	0.84	0.70		0.70 to 1.00
EGGS	3.03/dozen	2.99/dozen	3.03/dozen		4.80 to 5.00/dozen

* retail part (open only on Saturdays) of the wholesale market CEASA (Centro de Abastecimento)

** West Indies cherry

STAPLE AND DRY FOOD - SUGAR

	Supermarket Y.YAMADA	Supermarket LIDER
DRY BEANS : in supermarket, usually sold in 1 kg plastic bags ; at the market, loose		
White	3.58 to 4.71/500g	
Black	2.39 to 2.97	2.20 to 2.58
Beige		
- Jalo	2.75	
- Colonia	2.39	2.25
- Carioca	P : 1.99	2.18 to 2.24
- Rajado	2.59	
- Carioquinha	2.35	
- Cavalo claro	2.45	2.30
Chickpea	4.27 to 4.88/500g	
Lentil	5.17 to 6.28/500g	
Split peas	4.46/500g	
RICE		
White, long grain, wholly milled	13.95/5kg 2.79	
White, long grain	12.75/5kg (type 1) 8.45 to 10.95/5kg 1.59 to 2.19 (types 1, 2 and 3) P : 1.79 (type 1)	11.25 to 11.45/5kg (type 1) 2.25 to 2.29 (type 1) 8.40 to 10.50/5kg (type 2) 2.10 to 1.68 (type 2) 7.45/5kg (type 3) 1.49 (type 3)
Whole		2.12/500g 4.23 parboiled 4.77
White parboiled	11.75 to 12.75/kg 2.05 to 2.55	10.44 to 11.45/5kg 2.36
CASSAVA : sold in supermarket in plastic bags of 500g or 1kg ; loose at the market		
Farine	1.35 (regional) 2.37 (d'agua) 1.83 to 2.07	1.43 to 1.63
Tapioca		4.68
SUGAR		
Crystal white	0.93 to 1.12 8.25/5kg P : 0.89	
Fine white	1.65 8.25/5kg	0.98 7.40/5kg

MEAT, FISH & EGGS

	Supermarket Y.YAMADA	Supermarket LIDER
FRESH CHICKEN		
Whole		2.28
Fillet breast	9.69	
Breast with skin	7.17	
FROZEN CHICKEN		
Whole	2.09 to 2.89	2.18 to 2.38
Whole free range	7.98 to 12.18	6.28
Breast w. skin + bones	6.90	
Fillet breast	8.16 to 11.20	8.37 to 10.65
Leg	whole 5.10 to 5.97 upper 5.10 to 5.79	3.94
Drumsticks		5.66
Heart	6.51 to 10.83	8.79
Gizzard	3.42 to 4.68	
Wings	Upper part 5.67 to 5.82	
FRESH BEEF		
Fillet		13.40
Tongue		4.10
Steak (boneless)	contra file : 8.22 cha de dentro : 8.22 bife Paulista : 8.22	contra file : 6.59 bife de palha : 8.99 bife Paulista light : 8.60 bife de file : 17.16
Steak		5.78
Boneless meat		6.59
Ribs		3.84
Breast meat w. bones	3.66	
Minced meat	4.41	3.45 to 4.91 (different textures)
Parts of rib with bone	2.97	
Liver	5.76	
Lung	2.01	
Lagarto		6.59
Cow heel		1.58
Spleen		1.95
Osso Buco		2.84
Heart		3.50
Intestine		1.95
FRESH SEAFOOD		
Shrimps salted/cooked		small boiled w/o shell 7.79 salted/dried w/o shell : small 19.50 medium 28.30 salted/dried with shell : small 21.80 medium 28.30
Piraputaba (river)		2.75
Thina (river)		4.10
Sarda (big, river)		3.61
Tucunare (river)		7.99
Xareu (river)		2.78
Curimata		4.39
Serra		4.39
Pescada amarela		4.76
Peixe pedra (river)		3.37
Piracui flour		14.90
Posta Filhote		8.19
Fillet		Pescada amarela : 11.21 Filhote : 11.42 Dourado 6.30

		defrosted : 5.18 ? 7.31
FROZEN SEAFOOD		
Bangamary in tray	w/o head, degutted 4.23	w/o head, degutted 3.69
Shrimps cooked	regional peeled 9.50	regional peeled 7.89 sea 45.00
Shrimps raw with shell & head	small 16.80 large 17.80	XXL 87.00 big 62.30 medium 54.60
Crab meat		14.80
Squid		11.56
Dourado (river)		6.30
FROZEN TURKEY		
whole	3.99 to 5.90	
leg	3.50	
wing	5.07	
Breast w. bones	11.98	
FROZEN BEEF		
liver	4.38	
FROZEN PORK		
Back leg (pernil)	w. bone 5.28 to 8.94 w/o bone 7.05	5.28 to 5.97
Roast (lombo)	7.92	7.48 to 13.11
Half roast	9.48 to 14.46	
Chop	8.25 to 9.12	5.79 to 8.03
EGGS	7.89/30 units	brown 3.03 / 12 units white 7.63 / 30 units
FROZEN DUCK	whole : 5.89 to 6.89	whole : 6.95 to 9.90

PROCESSED FOOD

	Supermarket Y.YAMADA	Supermarket LIDER	Packaging types
Pasta	1.69 to 2.09/500g 3.69 P : 1.09/500g	1.29 to 1.88/500g	wrapped in cellophane
Palm hearts - whole - pieces	4.88 to 5.18/300g 7.88/800g 3.58/180g 3.78/270g		glass container
Hot pepper sauce	0.97 to 1.45/150ml 1.15/135 ml	1.07 to 1.35/150ml 1.27/130ml	glass bottle
Jam		2.59/230g 5.22/270g 3.78/320g 1.66/180g	glass container
Fruit cheese banana, guava, pumpkin - coconut	0.88 to 1.39/300g 2.07 to 2.88/350g 2.07/400g 3.48/500g 1.59 to 2.49/600g 3.36/700ml loose : 3.48 to 5.94 according to fruits	2.13 to 5.37/700g 1.47/500g 1.82 to 2.60/600g 0.98 to 1.26/300g	plastic container, can or wrapped in cellophane sheet
Coconut - milk - water - grated	1.29 to 1.65/200ml light 3.50/500ml 0.81 to 1.23/200ml 2.16/300ml	1.37 to 1.65/200ml 3.17 to 3.80/500ml 0.88 to 0.91/200ml 0.77 to 1.03/50g 1.65 to 1.90/100g flakes 0.97/50g	glass and Tetra pack Tetra pack bag

		cooked 1.50/100g	
Peanuts raw, without shell	3.52 to 4.83/500g 3.08/400g		plastic bags
Brown sugar (Dietectic shelve)	Organic 4.88/500g 5.29/kg	5.12 to 5.33 2.123.03/500g	plastic bag
Vinegar	1.05/750ml 1.35/liter 0.78 to 1.19/500ml	0.68 to 0.85/500ml 0.85 to 0.99/750ml 1.26/1l	plastic bottle
Cookies	P : 1.79/500g P : 1.29/180g P : 0.89 to 1.05/200g	Popular 0.97/200g 1.99/500g 1.59/400g 1.24/200g 1.23 to 1.35/180g	wrapped or in bag
Honey		3.33/280g 5.47/450g 6.84/700g	glass and plastic bottles

Other :

Water

- supermarket LIDER : 0.84 to 1.29 for 1.5l
- supermarket Y.YAMADA : 0.29 for 300ml

BUILDING SUPPLIES

SPECIALISED RETAIL & WHOLESALE STORE: OPLIMA

NAILS

Per kg, plastic bags, with head	Per kg, plastic bags, without head
1/2x19 – 6x6 16.20	6x6 – 1/2x19 12.20
3/4x17 – 10x9 8.30	10x9 – 3/4x17 7.50
1x17 – 10x14 8.30	11x11 – 1x16 6.80
1x16 – 11x11 6.80	13x11 – 1x15 5.50
1x15 – 13x11 5.50	13x15 – 1.1/4x15 6.60
1/4x15 – 13x15 5.50	13x18 – 1.1/2x15 5.50
1.1/2x15 - 13x18 5.50	14x22 – 2x14 5.30
1x14 – 14x15 5.50	16x12 – 2x12 4.80
1.1/4x14 - 14x18 5.50	16x27 – 2.1/2x12 4.80
1.1/2x14 – 14x18 5.50	1x17 10.00
2x14 – 14x21 5.50	1.1/4x15 6.60
2.1/2x14 – 14x21 4.80	1.1/2x15 5.50
1.1/2x13 – 15x18 5.30	2x14 5.30
2x13 – 15x21 6.00	1x17 10.00
2.1/2x13 – 15x27 6.00	3/4x17 7.50
2x12 – 16x21 4.80	2.1/2x12 4.80
2.1/2x12 – 16x27 4.80	1x15 5.50
2x14 5.50	2x12 4.80
1x15 5.50	1x16 6.80
2x13 6.00	1/2x19 12.20

PVC PRODUCTS (BRL/unit)

Elbows (joelho soldavel)

45 EG 19 50	1.00
45 EG 19 75	3.30
45 EG 19 100	3.20
45 EG 19 150	30.80
90 EG 20 50	0.88
90 EG 20 75	3.00
90 EG 20 100	4.00
90 EG 150mm	35.50
90 EG 200mm	113.60

Tee (tee hidraulico, 90)

1/2	0.95
3/4	1.00
1	3.00
1.1/4	6.00
1.1/2	4.38
2	15.60
2.1/2	13.46
4	52.10

Piece to join two liquid waste tubes (luva)

3/4	0.60
1	1.00
1.1/4	2.60

1.1/2	2.70
2	5.80
1/2	0.50
2.1/2	7.20
3	12.50

Cap for liquid waste tubes

150 mm	16.70
100 mm	3.30
75 mm	2.50
50 mm	1.50
150	13.70
100	3.00
75	2.20
50	1.30

Elbow to join two liquid waste tubes

(curva)

90 50 mm	3.40
90 75 mm	4.50
90 100 mm	9.70
45 50 mm	4.00
45 75 mm	8.84
45 100 mm	18.70

BARBED WIRE : 74.00/250m ; 140.90/500m

PAINT

Water, color	25.00/3.6 liters
Water, color	108.00/18 liters
Oil, color	44.00/3.6 liters
Oil, color	12.50/0.9 liter

ANNEX III

PUBLICATIONS IN THE EXPORT MARKET SERIES

BULLETIN No. 1:	RAPID RECONNAISSANCE SURVEY OF THE NEW YORK CITY MARKET FOR GUYANESE PRODUCTS, NOVEMBER 2002.
BULLETIN No. 2:	RAPID RECONNAISSANCE SURVEY OF THE TORONTO MARKET FOR GUYANESE PRODUCTS, NOVEMBER 2002.
BULLETIN No. 3:	THE LONDON MARKET FOR GUYANESE PRODUCTS, A RAPID APPRAISAL, AUGUST 2002.
BULLETIN No. 4:	MARKET PROFILE: BARBADOS – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 5:	MARKET PROFILE: TRINIDAD – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 6:	MARKET PROFILE: ST. LUCIA – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 7:	MARKET PROFILE: ANTIGUA – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 8:	MARKET PROFILE: MARTINIQUE – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 9:	MARKET PROFILE: GUADELOUPE – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
BULLETIN No. 10:	MARKET PROFILE: ST. MAARTEN – A RAPID RECONNAISSANCE Survey, February 2003.
BULLETIN No. 11:	MARKET PROFILE: NORTHERN BRAZIL – A RAPID RECONNAISSANCE SURVEY, AUGUST 2003.
BULLETIN No. 12:	MARKET PROFILE: MIAMI – A RAPID RECONNAISSANCE SURVEY, MAY 2004.